A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 2, 1963

Malaysian Common Market

Factoring International Trade

Exporters' Calendar

U.S. Foreign Investments Grow

Business Bulletins *from around the world*

AFGHANISTAN—Ministry of Public Works announced signing of agreement with U.S.S.R. whereby Soviets will conduct extensive survey for reclamation of land in Kokcha Valley, Shiberghan region, and other areas of northern Afghanistan. Survey, which will cover some 30,000 square kilometers, will include studies for irrigation projects, water and power resources.

ALGERIA—Total crude oil production in 1962 was 20,492,032 metric tons, increase of 31% over 1961. Annual production expected to reach or exceed 23,000,000 metric tons in 1963.

Government has established patent and trademark office under jurisdiction of Ministry of Industrialization and Energy and Ministry of Commerce. Office is called National Office of Industrial Property (ONPI).

AUSTRALIA—U.S. mining company, Pickands Mather of Pittsburgh, has joined forces with Australian mining company to investigate possibilities of establishing iron and steel industry in Tasmania. Pickands and Industrial and Mining Investigations Pty., Ltd., which holds exploration rights, will study deposits of magnetite iron ore in almost inaccessible area of Tasmania's west coast, known as Savage River. Plans would also include building port at mouth of Pieman River, and sending of U.S. teams to prepare estimates of capital and operating costs for industry.

Hamersley Holdings Pty., Ltd., a subsidiary owned by Conzinc Riotinto of Australia, Ltd. (60%) and Kaiser Steel Corp. (40%), announced signing of 30-year agreement with Western Australian Government calling for development of certain iron ore leases held by company, and eventual establishment of integrated iron and steel industry; total cost of project, if carried to completion, reported to be estimated at some $175 million.

CAMEROON—Agreement for construction of cement plant in Cameroon concluded between Government and private group in which French, German and Italian interests are represented.

COLOMBIA—Institute of Industrial Development recently announced that it and another company will establish plant near Bogotá to produce dynamite. Plant will have annual capacity of 2,500 tons. Institute said Swiss firm designed plant and will direct its construction and train Colombian technical personnel.

ETHIOPIA—First drilling for petroleum by Elwerath firm of Hannover, Germany, begun in Ogaden, near Somali border. Concession area, negotiated in 1959, covers 178,000 square kilometers. Total expenditures on explorations conducted thus far estimated at $5.2 million.

IRAQ—Iraq Bottling & Canning Co., which is licensed by Mission Orange of California, began production of soft drinks at its new plant in Baghdad. Company now bottling 2,000 cases of drinks per day, but expects figure to rise to 6,000 cases shortly.

IVORY COAST—200-room Hotel Ivoire, which is to be managed by Intercontinental Hotels, subsidiary of Pan American Airways, will open in Abidjan on Sept. 7.

JORDAN—Director of East Ghor Canal Authority has contracted with British consulting firm, Sir Murdoch MacDonald & Partners, for design and supervision of construction of Wadi Ziglab dam. Construction cost will be furnished by U.S. from economic assistance while cost of design and supervision of construction to come out of British economic assistance to Jordan. Project expected to be completed within 1 year.

MEXICO—Imports of untanned cattle hides and skins, fresh or dried, now prohibited.

MOROCCO—Maritime freight rates between Moroccan, Mediterranean and European ports reportedly will be increased 5% on Oct. 15. If increase in freight rates not applied by lines operating between United States and Morocco, competitive position of U.S. goods will improve slightly.

NEPAL—Ministry of Finance, effective Aug. 17, to enforce Foreign Exchange Regulation Act of 1962 in Kathmandu Valley, all major commercial centers in Terai, and 3 important bazaars in hills. This Act outlaws transactions in foreign currencies by persons other than license-holders, without prior permission from Nepal Rastra Bank (central bank).

SWITZERLAND—Budd Co. of Philadelphia has authorized Sulzer Brothers of Winterthur, one of Switzerland's largest engineering concerns, to manufacture its gamma radiation installations for research and practical application in industry under license. Swiss firm has also been given exclusive rights for sale of such equipment throughout entire world, with exception of U.S. and Canada.

A reciprocal licensing agreement has been concluded between Loral Electronics Corp. of New York and Contraves A.G. of Zurich. Swiss firm has been granted licensing and sales rights for electronic navigational aids and digital display units for air transport and space purposes in Switzerland, West Germany, Sweden, Norway, Holland and Italy. Loral obtained same rights for production and sale of Contraves fire control equipment, missile telemetry systems and parallax calculators in U.S.

TURKEY—Explosion damage at Karabuk Iron and Steel Works has resulted in sudden need for increased imports of iron and steel. Government has made allocations for imports from EMA countries.

UNITED KINGDOM—International Computers & Tabulators, Ltd. (I.C.T.) has acquired computer department of Ferranti, Ltd., another major producer in Britain. I.C.T. paying $23.8 million in cash and stock for acquisition. I.C.T. also announced it will share in ownership of new company, Computer Leasings, which will buy computers exclusively from I.C.T. and lease them to customers. Four major British finance houses and I.C.T. have put up $70 million to finance new company.

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Field Offices

On page 9 will be found a list of the U.S. Department of Commerce Field Offices. Each of these offices is staffed by competent personnel equipped to provide the answers to many questions confronting U.S. exporters. Each is a small Department of Commerce in itself. Each office is there to serve the business community in its area.

Export managers will find it well worth their time to use the services of the nearest Field Office staff.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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Newest Common Market

Malaysia accord points toward full economic integration

By LEONARD FELSENTHAL
U.S. Foreign Service

On July 9, 1963, the United Kingdom, the Federation of Malaya, Singapore, Sarawak and North Borneo formally agreed to the formation of the Federation of Malaysia. If the U.N. survey in the northern Borneo territories confirms that a majority of North Borneo and Sarawak residents favor federation with Malaysia, the United Kingdom will on "Malaysia Day" relinquish its sovereignty and jurisdiction in the Colonies of North Borneo and Sarawak and in the State of Singapore, and promulgate the required constitutional changes in the 3 territories. On "Malaysia Day" the 3 states will merge with the Federation of Malaya in a new Federation of Malaysia, to be governed from Kuala Lumpur, and will start on the road toward a major coordination and unification of their economic policies and institutions.

Pointing towards eventual full economic integration, the Agreement provides for the establishment of ". . . a common market in Malaysia for all goods or products produced, manufactured or assembled in significant quantities in Malaysia, with the exception of goods and products of which the principal terminal markets lie outside Malaysia."

Common interests

Although the 4 states which are about to merge already share some common institutions, their fusion into one state and one economic area presents many difficulties not entirely of a transitional nature. The territories which will form the new State of Malaysia are at present independent of each other in both political organization and economic policies. Their economic and social structures and aspirations are similar but not identical. Their levels of economic development, their economic and human resources, and their supplies of skills and manpower differ widely.

Although there is widespread agreement that the merger into one political and economic entity will be beneficial, some minority groups still hold reservations to a full merger. Some Malays of the Federation are apprehensive about the challenge to the predominant position they hold in the Federation's political affairs. Among the Chinese, who are dominant in Singapore, there are apprehensions that their economic and cultural position may be weakened by a merger with other states in which the Chinese are a minority. In the northern Borneo states, a sudden influx of job-seekers from over-populated and under-employed Singapore would be resented, and Singapore merchants still fear that their flourishing entrepot trade would be sacrificed to a protectionist policy designed to promote industrialization in other parts of Malaysia.

Drop internal barriers

The Agreement on Malaysia calls for the breaking down of internal tariffs and other trade barriers, establishment of a common external tariff, and unification of the 4 separate economic and commercial areas into one common market. Plans call for the Malaysian Common Market becoming fully effective after political merger has been accomplished.

The common market arrangements which have been formally agreed to by the 4 members represent a compromise of various objectives. The primary objective is the gradual elimination of internal customs barriers and establishment of a unified economic area. Recognizing that this will take some time, it has been agreed that internal tariffs or other trade barriers will be immediately removed for all goods on which the same duties at present exist throughout Malaysia.

Common external tariff

A second major objective, directly related to the first, is the harmonization and eventual unification of the different duty levels on imported commodities to establish a common external tariff. Present differences in duty levels are substantial. The Federation of Malaya's list of dutiable items is fairly large although rates are moderate. Singapore's list is small, while the northern Borneo areas have a somewhat larger tariff list, but with low rates.

The recent agreement provides that as soon as practicable, but within a period of no more than 5 years, "protective" tariffs now applied by the Federation of Malaya will either become applicable at their present levels or at other mutually agreed levels in the entire area of Malaysia and that "revenue" duties applied by the different component states will be "harmonized" during a similar period. Special entrepot provisions will be maintained for goods which are primarily destined for re-export to areas outside Malaysia. Neither protective duties nor revenue duties now in effect in the Federation of Malaya may be imposed in Singapore without the consent of the Singapore Government.

The Agreement distinguishes between "protective" and "revenue" duties. Protective duties are defined as those imposed on "goods or products produced, manufactured, assembled or prepared, and used or consumed in the Federation in significant quantities, their substitutes or alternatives, and raw materials used in their production or assembly." All other duties are classified as revenue duties, that is, as duties primarily designed to increase Government receipts rather than to protect existing industries or industries which will eventually be established. The determination of goods subject to protective duties will be the responsibility of a Tariff Advisory Board, to be set up shortly.

Singapore protected

A third major objective in setting up the Malaysian Common Market is the protection of the entrepot trade in Singapore, Penang and Labuan. Singapore's entrepot trade is the most significant of the 3. Penang's status as part of the Federation of Malaya will presumably remain unchanged when Malaysia is formed, while Labuan, a small island with freeport privileges off the North Borneo coast, has not developed a significant entrepot trade. Neither Penang's nor Labuan's entrepot trade problems require

the author

Mr. Felsenthal is a Foreign Service Officer who recently completed a 2-year assignment in the Department of Commerce, where he was a special assistant to the Director of the Bureau of International Commerce's Far Eastern Division. Prior to that he served as Economic Officer at the U.S. Embassy in Tokyo and in the U.S. Consulate General in Singapore. He is currently with the State Department's Trade Agreements Division.

special considerations in the formation of a Malaysian common market.

However, since a substantial portion of Singapore's income and employment depends on the transshipment or processing of imported goods which are eventually re-exported, special provisions have been made in the Agreement on the Common Market between Singapore and the Federation designed to protect Singapore's entrepot trade. The Agreement defines entrepot trade as trade in goods imported into Singapore from outside Malaysia, or primary products from other parts of Malaysia, which are subsequently re-exported from Singapore whether processed or not.

The Tariff Advisory Board is required to hold hearings and make recommendations which must be published, except where such publication would not be in the public interest. It determines which duties are protective and which are for revenue purposes. No protective duty can be imposed in Singapore except on recommendation of the Board. The Board is also charged with "harmonizing" revenue duties.

The Singapore Government has been accorded special rights both in determining the composition of the Tariff Advisory Board, and in the imposition of tariffs which may affect its entrepot trade to its territory. First, the Singapore Government has a special voice in the staffing of the Tariff Advisory Board. For the first 5 years after the effective formation of Malaysia, appointment of the chairman of the Board requires specific concurrence of the Singapore Government, and 1 Deputy Chairman (of 3) will be nominated by the Singapore Government. Secondly, for a period of 5 years after the formation of Malaysia, the Singapore Government can delay up to 12 months the imposition in Singapore of a protective duty recommended by the Tariff Board, if it decides that such a duty would significantly prejudice its entrepot trade.

Revenue duties in effect in Singapore on July 1, 1963, (on alcoholic beverages, tobacco products and petroleum) will be "harmonized" with similar duties imposed by the Federation of Malaya as soon as practicable. No new revenue duties are to be imposed until December 31, 1968, except with the consent of the Singapore Government or at its request. However, this consent may be refused only on the grounds that it would significantly prejudice Singapore's entrepot trade.

From January 1, 1969, until the end of 1975, the Singapore Government may withhold its consent to the imposition of revenue duties on similar grounds, but must pay compensation to the Federal Government for the loss of revenue.

U.S. TRADE WITH MALAYSIA, 1962

(Millions of dollars)

U.S. Exports to:	
Federation of Malaya	32
Singapore and Northern Borneo	50.7
Total	82.7
Chief U.S. Exports (Total):	
Construction, excavation and mining machinery	12.8
Tobacco and manufactures	11
Tractors and parts	7.7
Petroleum and products	5.3
Electrical machinery and apparatus	3.2
Iron and steel mill products	2.3
Chemical specialties	2.1
Total	44.4
U.S. Imports from:	
Federation of Malaya	187.5
Singapore	15
Total	202.5
Chief U.S. Imports (Total):	
Rubber and allied gums	107.7
Tin	86.8
Total	194.5

Free zones planned

The granting of special rights on tariff duties to Singapore pre-supposes that Singapore will reorganize entrepot activities in the city so that duty-free zones or areas can be maintained separately from the rest of the city. The physical separation of entrepot activities (shipping, loading, warehousing, processing and packaging for export) from domestically oriented economic, commercial and industrial activities in Singapore as a part of the larger Malaysian economic area will eventually make it possible to apply a common external tariff without interference with the entrepot trade.

The establishment of "free zones" in the Singapore Harbor area has been recommended for consumer and producer goods imported by Singapore for re-export. In these free zones, importers and traders would have at their disposal the necessary facilities to store the goods destined for re-export and to carry out the unpacking, repacking and other handling operations without any interference by the customs authorities. Relocation of certain business facilities would presumably be required to make the free zones' operations effective. This relocation is likely to be expensive and time-consuming.

The Malaysian external tariff which will apply to Singapore and northern Borneo areas, hitherto either tariff-free or low-tariff areas, will initially be essentially the same tariff presently applied by the Federation of Malaya. However, like other developing countries, Malaysia will probably use tariffs increasingly to protect domestic industries, and will enlarge the list of protected industries as development progresses. It is therefore likely that Malaysian tariffs will be at least as high and applicable to as many products as in the present Federation of Malaya.

Malaysian economic policy will probably also stress substitution of locally produced goods for imported goods.

U.S. trade outlook

On balance, the resource rich area of Malaysia, with 10.5 million people, is likely to become a major economic force in Asia when it is fully integrated and when the impact of its unification on economic development in the area has become effective. Unification of the area will offer much greater market opportunities for domestic producers as well as for foreign suppliers. Opportunities for U.S. businessmen should be particularly enhanced for a wide variety of capital goods and technical services needed for an enlarged and better-coordinated economic development program, and for various types of consumer products as employment and income increase.

Factoring international trade

Boston bank offers exporters new service in credit protection

By H. FELIX PEREIRA
Senior Vice President,
First National Bank of Boston

Factoring, long established as a financing technique within the United States, now has been applied to international trade and the reaction has been most favorable.

Exporters in many parts of the world are beginning to find that the benefits factoring brings to international trade go far beyond those offered to firms doing a purely domestic business. In addition to obtaining the credit protection afforded by an ordinary factoring contract, the exporter is relieved of problems peculiar to export trade: Complexity of foreign laws, political and exchange risks, unusual collection difficulties, and the general inaccessibility of foreign credit information.

In the past, these problems have been avoided to some extent by insistence on letter of credit or draft terms, but such techniques have been increasingly resisted by importers. The exporter who is in a position to sell on open account terms is in a much improved competitive position not only with other international traders but also with domestic producers in the country to which he is selling.

Factoring has played a useful role in the United States for well over a hundred years especially in the textile and allied trades. The factor takes over the responsibilities for approving the credit of prospective customers, for collecting the resulting accounts receivable, and for keeping receivable ledgers. The factor also assumes the credit risk on approved accounts and stands ready to make funds available to the seller before maturity of the invoices when requested to do so. Manufacturers and merchants are thereby enabled to eliminate the worry and expense of handling their own receivables and can readily convert a substantial part of them into cash for their operating needs.

Offers service to exporters

The First National Bank of Boston has developed arrangements by which U.S. exporters of factorable commodities to most countries may obtain a complete factoring service. Factorable commodities perhaps may be best defined as those sold in relatively small units, on relatively short terms to a widely diversified list of customers. The service, for a small charge, virtually eliminates credit and political risks, together with other complications and uncertainties often connected with international trade.

To spread the value of the service still more widely and to provide prompt, reliable credit information and trade advice to its customers, the bank has collaborated in formation of the International Factors group.

International Factors group—which now consists of associates in the United States, the United Kingdom, the Netherlands, Switzerland, Australia, and South Africa—soon will be operating in France, Italy, Germany, Belgium, and Israel. Plans also are underway to expand this network into still other countries. Thus, exporters selling to countries where an International Factors company operates have the advantage of specialists on the scene. In effect, the exporter purchases for a small fee his overseas credit, bookkeeping, and collection department, knowing in advance that losses will be virtually nonexistent. Operations are coordinated by International Factors A.G. in Switzerland, central company for the factoring organizations.

Developed from 2 specialties

Creation of the International Factors group was a natural development from two outstanding specialties of The First National Bank of Boston.

Almost since its founding in 1784, the bank has been operating as an international bank and in recent years has become widely known as one of a handful of true U.S. international banks. It operates in Latin America with numerous branch offices in Brazil and Argentina, in Europe through its Representative Offices in London and Paris, and throughout the world with a most complete network of correspondent banks.

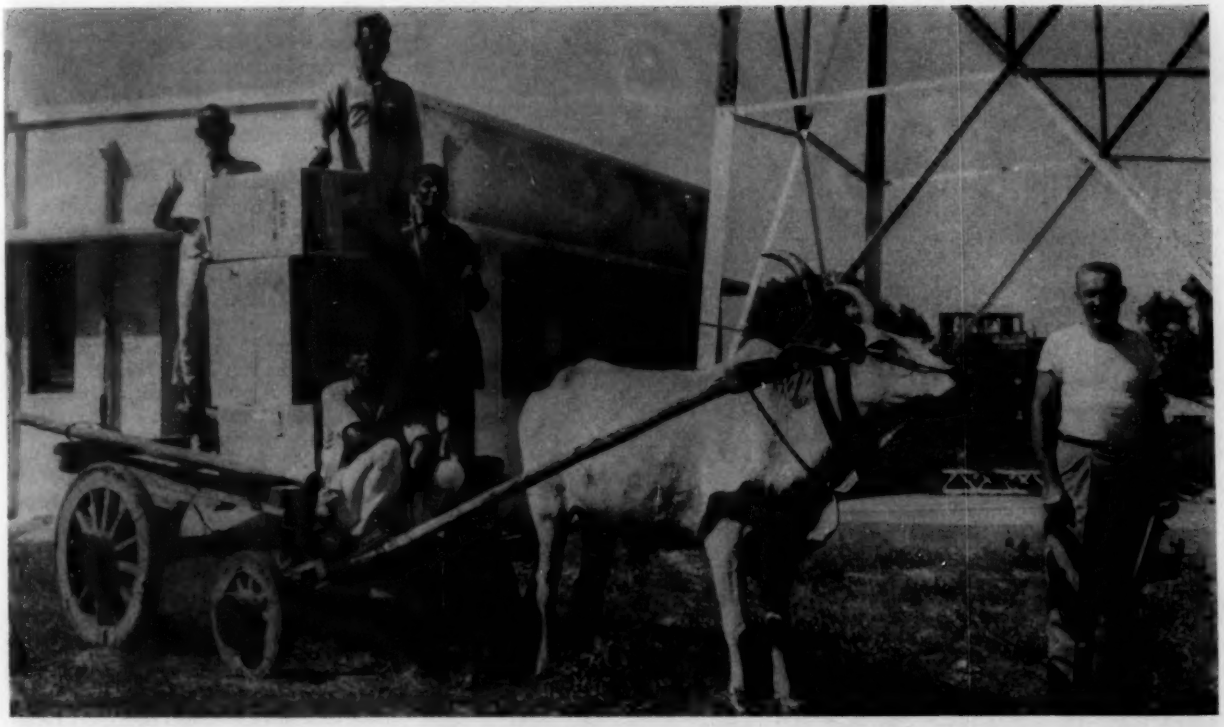
Also, as a part of its constant search for new and needed services, The First National Bank recognized, some 16 years ago, that the special advantages of factoring could well prove of benefit to its customers. It developed the idea carefully and today ranks as one of the three or four largest "old line" factors in the United States. With such extensive experience in both fields—factoring and international trade—the bank was in a unique position to develop the advantageous service that has resulted from the combination of these two specialties.

As a first step in formation of the International Factors group The First National Bank, 2 years ago, in association with M. Samuel & Co., Ltd., merchant bankers, and Tozer, Kemsley & Millbourn, an old established confirming house, formed International Factors, Ltd., to conduct a domestic and international factoring business in the United Kingdom. This operation is already one of considerable importance—doing business at a rate well over £15 million annually.

As members are added to the group, the global international factoring service now offered by the bank will become even more effective through the use of informed local associates. This service will enable local businesses to transfer their export accounts to the regional member of the International Factors chain in their particular country and obtain payment in their own currency immediately and without further risk, provided the goods are delivered in accordance with the terms of the order.

the author

Mr. Pereira was born in England and graduated from Oxford in 1929. He is a former director of the Warren Wire Company, and presently serving as chairman of the executive committee of Bouva Boston; a trustee of the Putney School in Vermont; a director of International Factors, Ltd., of London; and Vice President of the Boston Overseas Financial Corporation.



OX CART DELIVERY: Exports may leave the United States by air freight or fast sea freighters, but they are apt to make the last lap of their trip by ox cart, especially if they are bound for a distant Indian meteorological radar installation, as was the electronic equipment shown here.

Electronic equipment firm's success as exporter result of recognition of opportunity

U.S. exports increase to countries in which firm has own manufacturing facilities; belief in export of know-how and full cooperation with host country

By THOMAS J. KELLY

International Services Department, Raytheon Co.

Shortly after World War II, the Management of the Raytheon Company, one of the largest domestic producers of electronic equipment and components, recognized the importance of the overseas markets and began planning to meet this challenge. In recognition of their outstanding success in this field, they recently received the President's "E" award.

The first step was to establish an International Division in 1946, in order to set up a network of overseas representatives to sell the Company's products and further to determine what U.S. products or product adaptations would sell abroad. This was done and a substantial business was rapidly developed in commercial marine radar and electronic components.

By 1951, the European and Japanese electronic industries had largely recovered and prospects for the continued large scale growth of exports diminished. In the face of local production it was clear to Raytheon that a change in method was required.

The one thing that overseas manufacturers needed more than anything else at that time was know-how, having fallen far behind the state-of-the-art during the war years. Know-how is something that Raytheon had an abundance of, since a large part of the Company's effort is devoted to advanced research and development on equipment and sophisticated components such as microwave tubes and transistors.

Export "know-how"

The logical change in operating policy was to not only export equipment and components but also to export know-how. Over the next few years a number of technical assistance agreements were entered into and some equity participation was undertaken. As was predicted, the exports increased sharply, since the affiliates then purchased raw material and special components which could not be economically produced abroad, but which were needed in the final product. At the same time, the continued introduction of new and advanced U.S. products not related to the technical assistance program, and which out-performed or undersold similar products made abroad, resulted in a modest increase of the normal export business.

AUSTRALIAN SHIPMENT: A cargo of Raytheon tubes is loaded on a freighter equipped with firm's radar. The company manufactures electronic equipment for use in every part of the free world, on land and sea. The company found one way to increase export sales was to manufacture "kits" or partially assembled equipments. This serves to encourage local manufacturing but creates a requirement for U.S.-made goods. Raytheon exports and sells, through its world-wide network of representatives, products made by other U.S. manufacturers in order to increase their service overseas to purchasers of electronic equipment.

In the late fifties it became clear that Europe was in for a long period of prosperity, and a fantastic growth of the electronics business there was in the offing. To better serve this market and to further expand its equity position, Raytheon established a separate and autonomous European division in 1959, Raytheon-Europe, headquartered in Rome to manage manufacturing and sales subsidiaries there and to expand European activities. Simultaneously, the U.S. based export arm, International Sales and Services, was reorganized with its major sales activities centered in Latin America, Australia and the Far East. The U.S. organization had the added task of procuring and shipping U.S. materials to Raytheon-Europe for use in manufacturing or for resale.

Add exportable products

Long before President Kennedy's export expansion program was introduced, Raytheon foresaw the need to add compatable and exportable products to its commercial lines in order to increase exports and to fill out product lines. A study was undertaken to find exportable electronic products manufactured by other U.S. firms who had no export facilities of their own. Arrangements were concluded with a number of such firms whereby their products were sold in the export market through the Raytheon world-wide organization. Results have been satisfactory to all concerned—so satisfactory, in fact, that in at least one case, the manufacturer decided to start his own export department. In 1961 such third party items amounted to about twenty per cent of Raytheon's exports and in 1962 was only slightly less.

Another interesting method of increasing exports employed by Raytheon is the sale of kits or partially assembled equipments. In many areas finished products cannot be imported, or they are subject to prohibitively high duty rates or surcharges. This is intended to encourage local manufacture. Raytheon studied its own products as well as third party items, and those that could be assembled into quality products abroad without highly skilled technical personnel or with the minimum of machinery and test equipment, were reduced to kits.

Assembly and test procedures had to be prepared and in some cases some factory training of personnel was required. Products such as the simpler echo depth sounders, radiotelephones, radarange ovens and television receivers were assembled and sold through this method in certain countries where it would have been impossible to import finished goods.

Product specialists

The success in increasing exports is due in part to the use of product specialists who have an intimate knowledge of their product and are able to recommend design changes or application changes to satisfy differing requirements encountered abroad. An example is the old bugaboo of the electrical energy available. To design electronic equipment to operate on any combination of frequency and voltage is generally prohibitive. The product specialist and the design engineer, working closely together have been able to economically solve most of these problems so that export models are almost always available from stock.

There has been a similar problem with television standards used around the world and this problem has been solved both for television transmission equipment as well as with television receivers. Raytheon learned early that it must supply what the customer wants and it is the Company's policy to develop new products with the export market in mind.

Credit terms

Long ago the firm departed from the old policy of cash with order or letter of credit payment terms with its major customers, thus simplifying operations and reducing the cost of doing business. Nearly half of the export business is now done on open account basis with much of the remainder being done on a sight or date draft basis. Raytheon has been using the F.C.I.A. credit insurance plan from its inception.

Another contributing factor to Raytheon's success has been its unswerving policy of producing high quality products and to fully stand behind these products with good technical support and available spare parts.

One of Raytheon's principal export products since World War II has been marine radar for merchant ships. Since radar sets require delicate adjustments and service, and since merchant ships never remain still for long, Raytheon had to establish a radar training school as early as 1946 to train foreign technicians in the new art. These graduates became the nucleus of a world-wide service organization which has grown to provide service to all types of electronic equipment from the simplest radiotelephone to the most complicated meteorological and airways surveillance radar. There are few countries in the free world where a Raytheon trained technician will not be found.

Technical literature

The complexity of the firm's products requires literature that is quite technical.

EXPORTING BY AIR: U.S. firm wins customer satisfaction by rushing electronic equipment by air freight.

In order to help the customer fully understand the features of the product, literature is generally published in several languages. Also detailed proposals often are prepared in the customer's idiom and correspondence is generally answered in the language of the original inquiry.

The backbone of Raytheon's export efforts is in its overseas distributors and overseas sales offices, particularly in the equipment area. In the components area, important foreign manufacturers have established or retained buying missions in the U.S.A. Evidently they have found that better terms could be obtained by operating in this manner and at present very close to half of all electronic components exported are purchased in this manner. As most of the component buying missions are located in New York, the company has assigned a sales manager located in New York City to handle these accounts.

With a few exceptions, each year has seen an increase in exports and it is expected that this will continue despite the fact that the firm now has substantial manufacturing facilities in Canada, the United Kingdom, Italy, India, Switzerland and Japan. A spokesman for Raytheon said, "Our overseas affiliates directly sell and also consume in their manufacturing, products of the U.S. company. Our exports to Italy, for example, are now ten times what they were before we had manufacturing facilities there. The same is generally true in other countries in which we operate. We are proud of the fact that our efforts abroad have been beneficial to the host country, to the U.S. and to the employees and stockholders of Raytheon."

Tacoma candy firm receives 'E' award

4th winner from Washington State; firm developed master export plan

Secretary of Commerce Luther H. Hodges presented President Kennedy's "E" for excellence in exporting award to Brown & Haley of Tacoma, Washington, at a ceremony in his office on Monday, August 26. Brown & Haley is the fourth Washington firm to win the "E" award.

Brown & Haley manufactures a well-known candy specialty.

The award was accepted by Fred T. Haley, president of the company. Senators Warren G. Magnuson and Henry M. Jackson and Representative Thor C. Tollefson attended the presentation ceremony.

The blue and gold citation, signed by Secretary Hodges in the name of President Kennedy, states that the company faced worldwide export competition but solved its problems successfully through development of a master export plan.

In addition to the citation, the company received a blue and white "E" pennant to fly over its plant and "E" lapel pins.

The award brings to 332 the number of "E" companies and organizations cited by the President for outstanding achievement in developing sales of U.S. goods and services in international markets since the beginning of the program in March 1962.

U.S. investments abroad hit $63 billion all-time high; $3.3 billion capital outflow

Aggregate book value of U.S. firms' foreign affiliates tops $37 billion mark; foreign investment in the U.S. now exceeds $47 billion; U.S. earnings at new high

Private U.S. investments and assets abroad reached $60 billion at the end of 1962, and advanced a further $3 billion in the first half of 1963, the Office of Business Economics, U.S. Department of Commerce reports in the August issue of *Survey of Current Business*.

U.S. private investors added over $4.3 billion to their foreign holdings during 1962. Capital outflows were $3.3 billion, about equal to the annual average starting with 1956 when an unprecedented rate of foreign investment began, and an additional $1.2 billion was invested out of 1962 earnings retained abroad. Valuation adjustments resulted in small reductions.

Capital outflows in the first half of 1963 are estimated at about $2½ billion, well above the longer-run trend, with new issues of foreign securities at a record amount of nearly $1 billion while outflows for direct investments continued at a high rate.

Direct investments

U.S. firms invested a further $2.8 billion in their foreign affiliates in 1962, raising the aggregate book value to over $37 billion at the end of the year.

Net investments in Europe of $1.1 billion in 1962, slightly over the 1961 increment, raised the total of direct investments in that area to more than $8.8 billion. Half of these 1962 investments were made in manufacturing facilities, including about $100 million spent to acquire existing enterprises from foreign owners. Present indications point to another sizeable total for new investments in Europe in 1963.

Capital flows to affiliates in Common Market countries rose to $466 million in 1962, an all-time high. At the same time, because of a somewhat higher rate of payout from only slightly higher earnings, the amount reinvested declined to $81 million from $129 million in 1961.

In the rest of Europe, direct investment activity has also been substantial in recent years, with annual additions from capital flows plus reinvested earnings at a rate of over $1½ billion. However, additions for 1962 were considerably less than in 1961, largely reflecting a sharp decline in capital flows to oil companies in the United Kingdom, offset partly by higher investments in manufacturing.

Investments in Canada

In Canada investments by U.S. firms were up substantially in 1962, with additions of nearly $700 million about equal to the average increase in the 1950-61 period. Most of the increase as compared with 1961 was for development of iron ore properties. Manufacturing investments in Canada continued to increase at about $250 million annually, but in 1962 the growth was financed very largely by reinvesting most of a sizeable gain in earnings.

In other developed countries, U.S. companies invested an additional $270 million in 1962, a considerable rise over 1961. Australia and Japan received most of the added capital flow, with lesser amounts going to New Zealand and South Africa. Most of the increase in investment went into manufacturing facilities.

For Latin America, the sum of capital flows and reinvested earnings for U.S. investments was reduced to about $250 million in 1962 compared with over $400 million in 1961. The 1962 result was greatly influenced by large net cash inflows from petroleum and other investments in Venezuela. In Latin American countries other than Venezuela, U.S. investors added over $400 million to their investments in 1962, nearly the same amount as in 1961. The 1962 investments were very largely in manufacturing facilities which were increased by over $200 million in the year, with about half going to Argentina.

Income rising

The heavy volume of new direct investments in recent years continued to push earnings to higher levels with the total reaching $4.2 billion in 1962. The increase in earnings from 1961 to 1962 amounted to $430 million, of which more than half accrued to petroleum companies, and $100 million was accounted for by manufacturing enterprises. These earnings represent the share of U.S. stockholders and parent companies in the

International Investment Position of the United States

(Millions of dollars)

Type of investment	1950	1961 r	1962 p
U.S. assets and investments abroad, total	31,539	75,014	80,126
Private investments	19,004	55,513	59,810
Long-term	17,488	49,003	52,576
Direct	11,788	[1]34,664	37,145
Foreign dollar bonds	1,692	5,405	6,373
Other foreign securities[2]	2,641	5,602	5,429
Other	1,367	3,332	3,629
Short-term assets and claims	1,516	6,510	7,234
U.S. Government credits and claims	12,535	19,501	20,316
Long-term	10,768	14,749	16,040
Foreign currencies and short-term claims	322	2,946	3,113
IMF position and monetary authorities' holdings of convertible currencies	1,445	1,806	1,163
Foreign assets and investments in the United States, total	18,407	46,878	47,368
Long-term	7,997	21,444	20,201
Direct	3,391	7,392	7,597
Corporate stocks	2,925	11,808	10,336
Corporate, state, and municipal bonds	181	638	657
Other	1,500	1,606	1,611
Short-term assets and U.S. Government obligations	10,410	25,434	27,167
Private obligations	6,477	13,363	13,340
U.S. Government obligations	3,933	12,071	13,827

NOTE: U.S. gold stock, end of 1950, $22,820 million; end of 1961, $16,947 million; end of 1962, $16,057 million.

r Revised. p Preliminary.

[1] Data for Cuba omitted effective 1961.

[2] Consists primarily of securities payable in foreign currencies, but includes some dollar obligations, including participation in loan made by the International Bank for Reconstruction and Development.

Source: U.S. Department of Commerce, Office of Business Economics.

earnings of foreign subsidiaries, affiliates and branches. Out of this total substantial amounts are held abroad as undistributed profits. The higher 1962 earnings were reflected in an increase in the amounts retained by foreign subsidiaries, which rose by about 15 percent to $1.2 billion.

Despite the heavy investment flow into manufacturing operations in Europe, earnings declined by $37 million in 1962, with the chemical producers particularly affected.

Income from abroad

Income receipts from abroad, which include branch profits, dividends and interest, moved up by 10 percent to a total of $3.1 billion in 1962. Most of this additional income came from foreign petroleum operations, with only minor amounts stemming from other industries.

In addition to the income listed above derived from foreign operations, parent companies in the U.S. collected further revenues from foreign affiliates amounting to more than $0.5 billion in the form of royalties and management fees. These revenues are now expanding rapidly, with an increase of $100 million in 1962 alone.

Foreign securities purchases

In the early postwar years U.S. investors had little interest in foreign securities (other than Canadian and International Bank issues) and purchased them at a rate of less than $100 million per year (after deducting redemptions). Beginning about 1956, however, the flow became much larger, and in the 1956-62 period averaged $750 million.

Most of the purchases of foreign securties have been of issues (mainly debt issues) newly-offered in the U.S. market. Total offerings of these new securities in U.S. markets showed an abrupt expansion in 1962 to $1.1 billion, and a further spurt to nearly $1.0 billion in the first six months of 1963 alone. Canadian issues were responsible for much of the rise, accounting for 50 percent of the issues sold since the end of 1961.

European issues have also expanded recently, totaling $400 million since the end of 1961. Offerings of other developed countries, notably Japan, have also been on the increase.

Additions to foreign short-term assets as reported by banks and others amounted to about $½ billion in 1962, down by $1 billion from the record 1961 amount. The drop reflected primarily a slowdown in lending to Japan, which accounted for much of the 1960-61 outflow, and a reduced flow into Canadian deposits. Data for the first half of 1963 show a rate

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of outflow somewhat larger than in the like period of 1962.

Foreign investments in U.S.

Capital coming from abroad for long-term investment in the United States amounted to $270 million in 1962, compared with about $450 million annually in 1960-61. The decline showed up mainly in sharply reduced investments in U.S. equity securities after mid-1962.

Direct investments by foreign firms in the United States were moderately higher in 1962, but the capital inflow of $132 million included over $80 million representing increased liabilities of trading companies, rather than more permanent investments here. In addition to the capital inflow, about $200 million was added to these investments out of retained profits.

The *Survey of Current Business* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, Washington, D.C., 20402, at an annual subscription price of $4.00, including weekly supplements, single copy 30 cents.

South Viet-Nam's hamlets get 10,000 U.S. radios

Leaders of Vietnam's strategic hamlets are being provided with individual radios as a further effort in the Agency for International Development's program to broaden communications and strengthen rural organizations in that country.

Initially, 10,000 radio receivers were scheduled to be distributed among the village leaders.

Eventually, another 40,000 radios are scheduled to be made available through commercial channels. Credit has been extended for purchase of inexpensive receiver kits in the U.S.

The 10,000 radios acquired for free distribution under the AID program were bought from Maxwell Electronics of Garland, Texas, at a cost of $140,000. Last month, AID authorized a letter of credit in the amount of $39,300 for the purchase of 3,852 one-band transistor radio receiver kits from Radio Corporation of America's International Division.

COOL ITALIAN CARS

Air conditioners are now available in Italy for virtually all makes and types of Italian and other European cars. The air conditioners, manufactured in the U.S., have special Italian-made attachments. At current prices ($480 inclusive of installation) car air conditioners are not expected to find a large market in Italy.

S.S. Tradefair may sail the seven seas

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

NEW YORK—The address is salty and close to the sea. It is just a bit beyond the Fulton Fish Market, around the corner from where Wall Street, like a bad guesser in the market, in blowzy style reaches dead end at the East River. The locale is a creaking, weatherbeaten building that belies the exhilarating plans inside to launch a modern-time showboat that will transport glittering shop windows filled with the wares of the U.S. to the doorsteps of the world.

Rear Admiral John H. Morrill (ret.) heads a group that hopefully anticipates about a year from now to float the S.S. Tradefair, a ship specially equipped for the purpose.

"It will cost between 8 and 10 million dollars for Bethlehem to make the conversion," Admiral Morrill said blandly. "Air conditioning alone will be more than a million.

"We have 40,000 square feet of exhibit space. We need somewhere between three and four hundred exhibitors at a yearly price tag of $19,000 for a minimum 100 square feet.

"This is inexpensive for week-long shows in forty ports. The arrival of the ship will have the most drama since the Robert E. Lee first docked at Natchez with calliope booming 'Oh, Susannah.' It is a privately financed project, manned by an American crew, to provide a showcase for United States merchandise. No subsidy is wanted."

Preliminary sampling has indicated interest by important U.S. business concerns.

"This is not a diplomatic mission," said Admiral Morrill. "We want a million buyers in foreign lands to come on board. There will be conference rooms for discussion and invitations to shipboard receptions. We have accommodations for the manufacturer who may wish to accompany us on all or any portion of the trip."

It is exciting to talk with the Admiral. His hair isn't combed; it is pressed. A ten-year veteran of submarines, he is slight of build, yet his small shoulders stand straightly erect like the surrounding skyscrapers.

Besides, he is A-OK with crews everywhere as an admiral who disobeyed his commanding officer and almost received a medal for it. Skipper of a mine layer off Corregidor at the start of World War II, he was ordered to scuttle and surrender. Instead, he turned the radio off and sailed to Australia.

The First United States World Trade Fair Ship, Inc., is the overly descriptive name of this new company. Present plans call for her to sail the briny by November, 1964—if sufficient interest can be whipped up among U.S. manufacturers within the next few months. This floating exhibition hall will make four trips annually to as many continents, spending 272 days anchored at the world's busiest ports.

TFUSWTFS, as the firm will presently become known in the abbreviated language spoken by Federal Government employees, has headquarters located in unexpected comfort on the third floor at 46 South Street.

There is fuzziness over financing, but conferences take place in a toney directors room, complete with wall to wall wisteria blue carpeting, fireplace and nautical oddments like miniature propellers for paper weights, a ship's wheel made into a clock and wrought iron stair rail shaped to look like ropes.

George Grimbilas and Stephen Spencer are vice presidents, making a trio of a new breed of buccaneers, who flamboyantly will sail the seas with glittering treasure in search of gold.

Exposition and convention organization offers exhibit space to U.S. industry

Housing and construction manufacturers have opportunity to sell their products in Europe; Bauschau to help locate representation

An exposition and convention organization offering exhibit space and facilities seeks participation by U.S. industry in its Housing and Construction Information Center in Bonn, West Germany.

Bauschau Bonn GmbH wants U.S. manufacturers to exhibit housing and construction products available for export at this Center. Operating in conjunction with the exhibit hall, the Center offers another medium for export promotion.

The Bauschau management will also try, where appropriate, to find European representation for firms now without this service.

Also has auditorium

The exposition building, completed last spring, contains exhibition space as well as an auditorium where slide showings and bilingual lectures may be conducted. With the planning departments of West Germany, and delegations of many foreign nations situated in the Federal Capital, Bonn provides an especially suitable location.

An open outside area where building or other products adaptable to exterior exhibit may be shown is available, as well as interior facilities. The space rental fee includes a folder service in addition to insurance, cleaning, heating and lighting, overall advertisement, and contract arrangement.

Further information may be obtained from Fritz Fleger, Managing Director, Bauschau Bonn GmbH, Bad Godesberg, Kapellenstrasse 3, Germany.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Camping, outdoor equipment to be displayed in London

An exhibition of camping and outdoor equipment will be held at Olympia, London, next winter.

Dates for the 6th annual National Camping and Outdoor Life Exhibition are Dec. 31, 1963-Jan. 11, 1964. The event is organized by Trades Exhibitions, Ltd., Exhibition House, Spring St., London, W.2.

U.S. to mount exhibition at Brno international fair

The United States will stage an official exhibition at the Brno (Czechoslovakia) International Trade Fair, Sept. 8-22.

Occupying the same space in the Pavilion of Nations as last year's exhibition, the U.S. show will be built around the theme "USA and the Farm." The exhibit area will be divided into three sections—an outdoor farm area, a farm workshop, and a contemporary U.S.-style farm kitchen.

At the rear of the exhibit area, a commercial library and a sales office will be open to interested visitors.

Secretary of Commerce, Luther H. Hodges, will represent the United States at the Brno Fair on Sept. 9.

Automation show scheduled for this fall in Detroit

The Manufacturing Automation Show will be held Nov. 12-14 in Detroit. The event will be international.

Many foreign buyers are expected to attend. A new and spacious civic structure, Cobo Hall, will house exhibits by industries in many countries as well as displays by U.S. manufacturers.

Scheduled are displays and demonstrations of the controls and instruments, production equipment, feeder and transfer devices, assembly machines, conveyors, packaging machinery and other components and services useful in manufacturing automation.

Additional information is available from the Shea Expositions Corp., One Gateway Center, Pittsburgh 22, Pa.

'Highways USA' to be theme of U.S. exhibit at Zagreb

For the 8th consecutive year, the United States will present an official exhibition at the annual autumn Zagreb International Trade Fair, Sept. 7-22.

"Highways USA" is the theme of the U.S. pavilion. The objective is to show how the freedom of movement which U.S. people enjoy plays a basic role in the country's cultural, social, and economic development.

The U.S. Exhibition will include some of the industries that serve "Americans-on-the-move." One will be a service station, complete with automatic car wash, hydraulic lifts and a full line of motor tuning, testing and repair equipment.

Secretary of Commerce Luther H. Hodges will represent the United States on opening day Sept. 7 and at America Day ceremonies on Sept. 8.

Sales from Barcelona fair estimated at $6.4 million

The 47 U.S. exhibitors at the June 1-20 International Samples Fair in Barcelona anticipate sales of $6,425,900. The figure includes on-the-spot sales and those expected in the future.

The on-the-spot sales totaled $495,000. with another $416,000 pending at the close of the show. The firms estimated further sales resulting from their participation at $1,204,300 this year, and $4,310,600 in 1964.

Approximately 1 million visitors came to the U.S. exhibition sponsored by the U.S. Department of Commerce. Businessmen visiting the Bureau of International Commerce's Exhibit Sales Office numbered nearly 500, an average of about 25 a day.

19 U.S. companies going to Italy's Levant Fair

Nineteen U.S. firms will join with the Department of Commerce to expand the nation's exports at the 27th International Levant Fair in Bari, Italy, which opens next week.

The 19 companies will display their products in the U.S. export promotion exhibition at the Sept. 10-23 event. Secretary of Commerce Luther H. Hodges will officiate at the opening of the U.S. exhibit.

The U.S. exhibitors will show a variety of new consumer products.

Exporter's Calendar

The day-by-day campaign to promote the sale of U.S.-made goods and machines in the world market is shown in the exporter's calendar published below. From London and Frankfurt to Hong Kong and Tokyo the U. S. Department of Commerce sponsored Trade Missions, Trade Centers and Trade Fairs are scheduled to expand the volume of U.S. exports.

Trade Centers limit their exhibits to specific product lines and advertise their showing widely among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates presents a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform strictly to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Office of Trade Promotion, Washington, D.C., 20230.

September 6 (ending date)—FRANKFURT Trade Center—Housewares

September 8 (ending date)—STOCKHOLM—St. Erik's Fair (Commercial)

September 20 (ending date)—IZMIR—International Trade Fair (Inter-Agency)

September 22 (ending date)—TAMATAVE—U.S. National Exhibition (Inter-Agency)

September 22 (ending date)—THESSALONIKA—International Trade Fair (Inter-Agency)

Sept. 7 - 22—ZAGREB—International Trade Fair (Inter-Agency)*

Sept. 8 - 22—BRNO—International Trade Fair (Inter-Agency)*

Sept. 9 - 20—TOKYO Trade Center—Agriculture Show (USDA)

Sept. 10 - 23—BARI—International Levante Fair (Commercial)*

Sept. 11 - Oct. 11—BANGKOK Trade Center—Boat and Water Equipment (locally produced)

Sept. 24 - Oct. 4—LONDON Trade Center—Outdoor Sporting Equipment

Sept. 27 - Oct. 3—STOCKHOLM Technical Fair (Commercial)

Sept. 28 - Oct. 12—MOGADISCIO—U.S. National Exhibition (Inter-Agency)

Oct. 1 - 18—TOKYO Trade Center—Photography in Science, Industry, and Education*

Oct. 6 - Nov. 10—MALAYSIA-HONG KONG—Trade Mission.

Oct. 11 - Nov. 8—LONDON Trade Center—Agriculture Show (USDA)

Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)*

Oct. 12 - Nov. 16—AUSTRIA-SWITZERLAND—Trade Mission

Oct. 16 - Nov. 1—FRANKFURT Trade Center—Outdoor Sporting Equipment

Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)

Oct. 26 - Nov. 10—LIMA—Third Pacific International Trade Fair (Inter-Agency)*

Oct. 26 - Nov. 30—KENYA-UGANDA-TANGANYIKA-ZANZIBAR—Trade Mission

Nov. 3 - 7—DUESSELDORF—Ladies' Outer Garment Sales & Fashion Week (Commercial)

Nov. 13 - Dec. 6—BANGKOK Trade Center—Portable Power Tools for Light Industry*

Nov. 19 - Dec. 6—TOKYO Trade Center—Advanced Medical Equipment Show*

Nov. 26 - Dec. 6—FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment

Nov. 26 - Dec. 6—LONDON Trade Center—Advanced Electronic Components

Jan. 14 - 24 - '64—FRANKFURT Trade Center—Advanced Electronic Components

Jan. 21 - 31 - '64—LONDON Trade Center—Institutional Catering Equipment

Jan. 21 - Feb. 7 - '64—TOKYO Trade Center—Small Business Machines

Feb. 5 - March 6 - '64—BANGKOK Trade Center—Auto Truck and Accessories

Feb. 24 - March 27 - '64—LONDON Trade Center—Agriculture Show (USDA)

Feb. 26 - March 27 - '64—TOKYO Trade Center—Agriculture Show (USDA)

March 9 - 17 - '64—UTRECHT—Royal Netherlands Fair (Commercial)

April - '64—CASABLANCA—International Trade Fair (Inter-Agency)

April 9 - 29 - '64—OSAKA—International Trade Fair

April 14 - May 1 - '64—TOKYO Trade Center—Food Processing Equipment

May 2 - 30 - '64—FINLAND—Trade Mission

May 9 - June 5 - '64—UNITED KINGDOM—Trade Mission

*Fully Booked

Malaysia Federation nears reality; business climate remains favorable

Several new plant openings result from industrialization drive; U.S. is 2d as market for Malayan exports; ranks 8th as supplier

The agreement for the merger of Malaya, Singapore, Sarawak and North Borneo into the Federation of Malaysia was signed in London during July, and the Malayan-Singapore Common Market arrangements were under discussion. Malayan businessmen are closely watching the negotiations between Malaya and Singapore to lay the basic foundations for a merger of their respective economies which would assure the best progress for business activities in Malaysia as a whole without unduly disrupting existing business patterns in the component parts.

The basic common market precepts have been adopted by Malaya and Singapore. These will assure eventual common market access for their goods on equal terms in each component of Malaysia. Singapore is also granted a transition period during which the new tariff duties desired by Malaysia may be deferred, and the business community can adjust entrepot trade through a free trade zone device.

Business conditions in the Federation of Malaya have remained favorable. Industrial production and foreign trade showed substantial increases. Stable crude rubber prices, rising prices of tin and a continued high level of iron ore sales to Japan assured prosperity for Malaya, which depends to a very substantial degree on export earnings from these 3 important raw materials.

New plants

Substantial progress was recorded in industrialization during the first quarter of 1963, with the opening of several new factories. Dunlop (Malaya) Ltd. opened a M$30 million tire plant at Petaling Jaya (Kuala Lumpur's industrial suburb) which provides employment for 1,000 Malayans and is capable of producing 400,000 automobile tires annually. Concrete Industries (Malaya) Ltd. opened a factory in January to produce tiles under a license from the Redland Tile Company of the United Kingdom, and is reportedly planning 2 additional plants during the year. The bituminum emulsion factory of Asphalts and Allied Products (Malaya) Ltd. in Seremban is in production and can produce 1 million gallons of asphalt products annually.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Pineapple plant

The Government's pineapple canning plant which has been in a planning stage for sometime, was ready for invitation of tenders for the supply of M$2.5 million worth of machinery. A soybean sauce plant is also being planned by the Rural and Industrial Development Authority, a Government agency.

At the opening of the new tire making plant, a Government official referring to Malaya's industrial progress said that auto making and assembling would be feasible in Malaya. This statement was reportedly followed by a number of inquiries from foreign vehicle manufacturers.

Announcement was also made of plans by private enterprise to manufacture ethyl alcohol, acetic acid, electric fans and refrigerators. Factory sites for new industries are being planned and developed in close proximity to Kuala Lumpur and other commercial centers of Malaya.

As part of its effort to accelerate the pace of industrialization, the Government is studying the role its pioneer industries legislation has played in attracting firms to invest in Malayan manufacturing facilities.

The Government is also considering the possibility of setting up an autonomous board with over-all responsibility for administering pioneer legislation and channeling potential investors into industries having the best feasibility in Malaya.

During the first quarter of 1963 4 additional plants were granted pioneer status, raising the total to 93 companies with a total paid-in capital of M$74.2 million.

The Government has also announced that it will extend pioneer status to industrialists in the Borneo territories when the Federation of Malaysia comes into being.

Trade balance declines

Total trade during this quarter reached M$1,339.5 million with a continuing trend toward less favorable trade balances evident during the last quarter of 1962. Federation exports (M$679.1 million) exceeded imports (M$660.4 million) by only M$18.7 million, whereas the first quarter of 1962 showed a favorable trade balance of M$62.2 million.

The effect of declining export surpluses on the country's balance of payments is being viewed with some apprehension by Malayan officials, and the possibility of quantitative import controls has been mentioned publicly. However, definite assurances were given that such restrictions were not being considered at this time.

Industries protected

On the other hand, a shift toward greater tariff protection for local industries has been noted. Substantial protection was recently granted to tires, aluminum products, galvanized steel sheeting, and matches, for which production facilities have been established in Malaya. An increased emphasis on the desirability of substituting local products for imports is significant in view of the worsening exchange situation.

Rubber and tin exports increased during the 1st quarter. Rubber exports totalled 225.4 thousand long tons valued at M$388.9 million of which 42,069 tons, or 13%, was exported to the U.S., with

only the Soviet Union receiving a larger amount (65,011 long tons). The price of rubber remained stable at 25.78 U.S. cents per pound.

Tin exports also rose to 812.6 thousand long tons with a value of M$157 million. Production of this commodity began to increase in March, stimulated both by rising world market prices and by forecasts that the total world demand will greatly exceed supply. The U.S. was the largest recipient of tin exports from Malaya, receiving nearly half of the 21,900 tons which were exported. At the same time, the value of iron ore and palm oil exports declined slightly to M$21.3 million and M$15.8 million, respectively.

U.S. trade interests

The U.S. was the second largest destination for Malayan exports during the first 2 months of 1963, surpassed only by Singapore and followed by the Soviet Union, the United Kingdom, and Japan. Malayan exports to the U.S. totalled M$67.6 million, while imports totalled M$18.1 million.

The U.S. was the eighth largest source of Malayan imports, ranking behind the United Kingdom, Indonesia, Thailand, Singapore, Japan, China and Australia.

During the past quarter there was a perceptibly greater interest in the Malayan market shown by U.S. firms. The Embassy in Kuala Lumpur received a total of 21 applications from U.S. firms for assistance in finding suitable agents to market a wide range of farm equipment in Malaya. This is more requests for agents than were received during all of 1962. Many of these applications resulted from exhibits of farm equipment shown at the regional U.S. Trade Center in Bangkok, in which these firms participated with 50 other U.S. suppliers of farm equipment.

Representatives of 3 U.S. industrial research firms visited the Federation to investigate the feasibility of industrial projects for development by local and foreign investors.

Although the Federation's political and economic stability should attract new industries in large numbers, there is a distinct lack of overall planning and coordination of industrial projects that would stimulate the interest of new local and foreign investors to utilize the favorable investment climate. Carefully prepared studies by competent experts would be useful in expediting Malaya's industrialization and providing an increased market for machinery and equipment. Availability of local capital for well-conceived and planned projects was recently demonstrated by the oversubscription of a Government loan and an Esso Standard Malay Ltd. stock offer.

U.S. firms have shown increased interest in the Malayan market and the larger commercial opportunities arising from the formation of Malaysia. A trade mission made up of representatives of both the U.S. Government and of the American business community will visit the major cities of the new Federation of Malaysia in October, in an effort to promote American exports to that area.

Competitors

However, the U.S. is not the only country increasing its trade and investment activities in the Malayan market. The Japanese have been particularly active, and held a 13-day trade fair in Kuala Lumpur during March in which they exhibited a wide range of products, including machinery and equipment and consumer goods. The Japanese Embassy announced that 6 new joint ventures with Malayan firms have been established to manufacture steel, cement, blankets, glass bottles, and to smelt tin and refine sugar.

Open frontier

The Afghan-Pakistan border has now been officially reopened for the movement of all goods (both private and AID-financed). Also, shipments to Afghanistan may now be effected via Karachi, Pakistan.

Australian exporters also showed a good deal of interest in cultivating the Malayan market as part of their aggressive program to cultivate markets in Southeast Asia.

Other commercial developments included a visit to France by the Municipal Architect of Kuala Lumpur to study French prefabricated construction methods; the negotiation of an "understanding" on 2-way trade targets with Taiwan; and the first direct purchase of Malayan goods by Communist China in over a year.

Recent example

Competition in Malaya remains keen. It may be of interest to American businessmen to note, for example, the circumstances under which a contract for machinery for a Malayan plant was recently awarded to a German firm competing with an American one. Although the price and credit terms offered by the 2 firms were competitive, the German firm agreed to make a capital investment of 15% in the Malayan plant. The significance of this equity investment is not to fill a capital gap, but to insure a continuing interest in the venture on the part of the supplier, who might be called on for technical help after installation of the plant.

Other commercial developments of interest are the holding in August of a privately-supported "Malaysia Trade Fair" featuring consumer goods largely of foreign manufacture, and the sponsorship by the Government of an October fair to promote the sale of locally produced goods. It is also noteworthy that trade agreements were signed with Australia, Japan, New Zealand, the United Arab Republic and South Korea in April, and the Malayan Government made it clear that it will sign such agreements "with any country."

For a review and analysis of the more significant provisions of the recently signed Malaysia Agreement, turn back to pages 2 and 3 of this issue.

Malayan firm wants U.S. partner to help make refrigerators

10-15% annual profits expected; would accept U.S. plant manager

A Malayan appliance dealer, cold-room manufacturer and air conditioning contractor is seeking U.S. capital, know-how, and equipment to establish, on a joint venture basis, a modern refrigeration and cold room plant for the production of 500 commercial refrigerators per year. The amount of U.S. capital sought is approximately $165,000.

The Malayan partner would provide half the requirements in the form of the land site and plant, labor, a truck fleet, and some capital. A resident American manager would be acceptable to the Malayan partner.

There are no significant foreign suppliers of commercial refrigeration to Malaya at present because of high shipping costs. The Malayan firm making this proposal estimates that annual profits should run to at least 10-15%.

For further information write to the Bureau of International Commerce, Office of International Investment, File 3-3585-4(B), U.S. Department of Commerce, Washington, D.C. 20230.

Honduran upturn continues despite lagging banana exports

Rising sales of other commodities offset drop in banana sales; Congress ratifies 2 Central American integration protocols

Economic conditions in Honduras continued to improve during second quarter 1963 despite a lag in banana exports caused by a withdrawal of acreage from production to prepare it for replanting. Although no new development loans were received by the Government, several outstanding credits were disbursed and the prospects for an increase in private investment were bright.

Foreign trade results were available only on a preliminary basis and only for the months of January through March. Exports for that period were estimated at $20.5 million as compared with $20 million for the same months of last year. Exports were maintained in spite of the drop in banana shipments, reflecting an increased export of coffee, meat and minerals. Imports for the period amounted to $19.8 million, about the same as the import total for the comparable period of last year.

United Fruit banana shipments for the first half of 1963 totalled 3 million stems, down 12% from the 3.5 million stems shipped during the first 6 months of 1962. Barring serious blowdowns later in the year, exports should about equal the 6 million stems sent out in 1962. The company's multi-million dollar Valery planting program is in full swing with 30 to 60 acres of the new variety being planted daily. Standard Fruit Company exports this year were running 7% behind those of a year ago through mid-May.

Exceed quota

Preliminary reports on coffee shipments for the first 6 months of 1963 indicate that exports for the 1962-1963 season may exceed the Honduran provisional International Coffee Agreement quota of 285,000 bags; informed sources in Government and the coffee trade look for total exports to run between 310,000 and 340,000 sixty-kilogram bags.

The Southern Cotton Cooperative has abandoned its plans for a cottonseed oil plant, and will concentrate on the purchase of a processing plant consisting of 2 gins and 5 bins from the National Development Bank. This year's crop is expected to total about 30,000 bales, up 50% over 1962.

More than 800 head of Brahma and Brown Swiss cattle and over 100 Duroc Jersey pigs have been flown into the country since May 6 to put the National Development Bank's livestock improvement program into operation. The National Development Bank sells the cattle at cost to Honduran ranchers and dairymen on long term credit, financed by a loan from the Inter-American Development Bank.

Investing in Morocco

This booklet published recently by the Moroccan Industrial Research and Investment Office (BEPI) is intended to help industrialists who may wish to set up a business in Morocco. It gives a concise account of factors affecting private investors in Morocco, including special incentives available to them and a summary of the system of taxation.

Loan copies of this publication are available from the Bureau of International Commerce, Africa Division, Office of International Regional Economics or through the nearest Field Office.

There was a seasonal drop in domestic commercial activity during June, but retail and wholesale sales for the quarter were brisk and most merchants reported increases over the second quarter of 1962. Business was particularly good on the North Coast, reflecting the stimulus provided by a good coffee harvest, the progress of construction at the Rio Lindo hydroelectric project, and new investment by the United Fruit Company.

New laws

New legislation passed during the quarter included a measure imposing a 20% surcharge on income taxes, amendments to the Forestry Law designed to encourage investment in forest product industries, and amendments to the Agrarian Reform Law. The Agrarian Reform Law amendments give the civil courts jurisdiction over the process of expropriation and provide for judicial appeal against actions of the Director of the Agrarian Reform Institute and the Agrarian Council. The National Agrarian Institute is also empowered to rent public lands for commercial exploitation and to renew concessions already granted. The passage of these amendments did much to improve the general investment climate.

Feasibility

A U.S. firm is studying the feasibility of establishing a pulp and paper mill in the Olancho area. The fact that both fruit companies are sending their bananas out in boxes has opened the possibility of supplying fruit company operations throughout Central America with kraft paper. The plant, if built, will represent an investment of more than $35 million for the mill alone. The lack of a highway from Puerto Castilla to the pine forest areas south of the Aguan Valley is a major impediment to the establishment of this industry.

The meatpacking industry continued its sustained growth, with a new slaughterhouse under construction at Choluteca. This plant will be the largest in Honduras, with a storage capacity of 1.5 million pounds. Slaughtering at the new plant was scheduled to begin in August.

Quinicas Dinant de Centro America, S.A. moved closer to the production stage with the completion of its factory in Tegucigalpa and the arrival of machinery for the manufacture of powdered and liquid detergents, shoe polish, sulphuric acid, alkyl benzine, sodium sulphonate, cleaners, bleaches, lighter fluid, insecticides, starch, soap, cosmetics and scouring powders and pads. Production of detergents will begin in September, and the full line of products will be available for sale by February, 1964.

Work began on the Tela Railroad Company Union's (SITRATERCO) workers' housing project at La Lima. Financed by the Agency for International Development (AID), the project is the result of efforts by the Secretary General of SITRATERCO to provide improved housing for union members. The first 10 houses will be ready for occupancy during the latter part of August. Between 160 and 200 houses will be built in La Lima and Tela with the $400,000 obtained from AID.

Another low cost housing program took shape as the quarter ended when representatives of the Foundation for Cooperative Housing arrived in Honduras to work out the details of a project for 300 houses for Standard Fruit Company workers in La Ceiba, more than 100

houses for a cement workers' cooperative in San Pedro Sula and 100 houses for the National Development Bank Cooperative in Tegucigalpa. A loan application will be submitted to AID for the financing of this program.

As of June 30, the Central American Bank for Economic Integration had made loans totalling over $10.9 million of which Hondurans received over $4.5 million. The Bank's largest loan to date was made in June to a Honduran textile manufacturer, Fabrica Tejidos Rio Lindo, in the amount of $1.9 million. The company plans to construct a new plant at Tegucigalpa and to expand its present line of products.

Integration

Before adjourning in May, the Honduran Congress demonstrated its continued support for the Central American integration movement by ratifying the protocols signed at San Jose, July 31, 1962 and San Salvador, January 29, 1963, both of which establish common external tariff rates. The Congress also ratified a protocol giving integrated industry status to a Guatemalan tire factory and a project caustic soda plant in Nicaragua. The instruments of ratification will probably not be deposited until September.

The National Development Bank's tobacco program will be expanded from 150 acres to 360 acres. The 1962-1963 crop consisted of 600 quintals (1 quintal equals 101.4 pounds) of sun-grown filler, 300 quintals of natural cured shade-grown and 30 quintals of heat-cured green wrappers.

Taxes lag

Central Government tax revenues were running considerably below 1963 budgetary expectations—$14.85 million for January through May, compared with $15.1 million for the same period of 1962. However, assisted by a $2 million AID special support loan authorized in June, the Government should be able to carry out its planned 1963 investment program.

The money supply rose seasonably during the quarter to $40.5 million in April and dropped to $39.65 million in May, an increase of 12% over the end of May 1962. Bank credit outstanding to the private sector increased 10% over last year, and demand and time deposits rose 18%. Net foreign exchange reserves rose seasonally to $12.7 million in May, but fell somewhat short of the amount held in May 1962. The International Monetary Fund renewed its Standby Agreement in the amount of $7.5 million.

Record Australian budget aims to keep economy expanding

Budget contains many concessions to taxpayers and industries; development of external and provincial territories stressed

The Australian Government has drawn up a record budget of more than $5 billion for 1963-64, an increase of $441 million over 1962-63.

In giving details of the Budget, which contains many concessions to the taxpayer and industry, Federal Treasurer Harold Holt emphasized that it was intended to maintain expansion of the economy. He noted that in 1962-63 the gross national product increased by 8% while prices had remained stable.

The 1963-64 Budget contains no income tax reductions but there are tax concessions, increased pensions and other benefits totalling almost $129 million. A notable feature is a rise of more than $67 million in the defense vote, which totals more than $562 million.

More will be spent on Australia's external territories and on development of the Northern Territory and Western Australia as well as on public works projects in other states. The grant to the Papua-New Guinea Administration this year will increase to $56.5 million, enabling a further significant advance in Territory development (especially in providing more houses, schools and hospitals) and a large increase in the personnel required to staff them.

The immigration target for 1963-64 has been set at a minimum of 135,000 permanent and long-term arrivals. Over $200 million has been provided for housing, while the flow of housing finance from private sources is encouraged by a series of concessions. Banks will also be in a position to make bigger advances for primary and secondary industry. The borrowing program of the states and semi-government and local authorities will also be increased.

A series of tax concessions should encourage industry and primary producers; sales taxes on food stuffs except for confectionary and soft drinks will be removed; increases in aged, invalid and widows' pensions and repatriation benefits will amount to about $45 million; there will be increases in medical expense allowances and other allowable tax deductions including school fees.

Mr. Holt said that increased exports contributed to a favorable trade balance of $74 million in 1962-63. Private capital inflow continued strong and Australia was able to obtain some $147.8 million from loans abroad. Over the year Australia's holdings of gold and foreign exchange rose and on June 30 stood at $1.4 billion.

Report on Kuwait

A new economic summary prepared by the Embassy in Kuwait and covering economic and commercial developments during 1962 is available on loan from the Bureau of International Commerce, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

U.S.-Spanish venture brings water to Sahara

A new U.S.-Spanish water company, Explotación de Aguas, S.A. (EDASA), formed to sell fresh water obtained by desalting locally available highly mineralized wells with U.S. equipment, has commenced operation in El Aaiún, Spanish Sahara.

EDASA is a joint venture of Spanish and U.S. interests. As part of the joint venture, a soft drink bottling plant is being established. The desalted water will be employed in various types of flavored beverages, which will be sold under the brand name "Sahara."

The desalted water will be sold by EDASA to the Spanish Army, various mining firms, local families, ice manufacturers, and bottlers of carbonated beverages. The total capacity of EDASA's saline conversion plant is 10,000 gallons per day (38 cubic meters per day). Ionics, Incorporated of Cambridge, Massachusetts, manufactured the desalter, a 302-C type, which employs the electrodialysis method of water demineralization.

Eximbank, FCIA attack backlog of export insurance requests

Applications piled up after Bank's life lapsed June 30; 3 development loans to buy U.S. equipment also approved

Between August 21 and August 23, the Export-Import Bank approved 137 separate guarantee and insurance transactions clearing the way for overseas sales by American exporters. In the same period the Foreign Credit Insurance Association (FCIA), in partnership with the Bank, issued 114 quotations on short-term policies to cover export shipments.

The accumulated actions resulted from a temporary curtailment of the Bank's powers to make new commitments after the life of the Bank expired on June 30, 1963. The period of inactivity extended from July 1 to August 20 when President Kennedy signed legislation restoring the Bank's authority. The Bank and the FCIA were able to act quickly on the backlog of transactions because during the interim period they had analyzed and processed applications to the point of final approval.

Finance jet sale

Among the more significant guarantee actions taken were two totaling $18 million to the Chase Manhattan Bank of New York under which Chase will help finance the sale of 5 commercial jet airliners to Japan Air Lines, Ltd. The guarantees from Eximbank will cover the financing by Chase of 3 Convair 880 aircraft and 2 Douglas DC-8's including spares and related equipment costing $26 million.

In addition to medium and short-term actions, the Bank approved 3 long-term project loans totaling $17.3 million:

Venezuela—An Alliance for Progress credit of $13.3 million in favor of the Government of Venezuela will help finance the construction of a major highway bridge across the Orinoco River. The proposed 5,000 foot suspension bridge will be located near Ciudad Bolivar about 450 miles south of Caracas, It will link the northern and southern halves of Venezuela for the first time by road, a project which has long been under study. The main suspension span will be built by United States Steel International, Ltd., a subsidiary of the United States Steel Corporation. The Consorcio Puente Orinoco of Venezuela is prime contractor.

Spain—The Bank will lend $3.5 million to Empresa Nacional Electrica de Cordoba for the purchase of a thermal electrical power generating unit to be installed in the new Puente Neuvo power plant near Cordoba in southern Spain. Power generation elements of the unit will be supplied by the Westinghouse International Company, and a coal-fired boiler will be furnished by the Combustion Engineering Company.

Austria—A credit of $600,000 in favor of Bruder Teich, A.G. of Vienna will finance the purchase of an aluminum foil rolling mill from the Blaw-Knox Company of Pittsburgh.

Also included among the actions taken by the Bank's Board of Directors during the 3-day period was authorization of a loan of $3 million to Austria for purchases of cotton. Under the arrangement, 3 Austrian Government-owned banks will make the funds available to Austrian spinners who wish to buy U.S. long staple, high quality raw cotton.

Korea buys $13.1 million worth of U.S. PL480 wheat

Agreement has been reached between the Governments of Korea and the U.S. on an amended program under Title I, Public Law 480, for the sale of $13.1 million worth of U.S. wheat (about 6.4 million bushels). The price includes certain ocean transportation costs.

The proceeds from this sale will be used for loans by the Agency for International Development (AID) to private U.S. and Korean business firms; for common defense; for payment of U.S. obligations abroad; and for various other U.S. uses.

Japan gets Eximbank credit of $60 million to buy U.S. cotton

Credit is 16th in series which has financed export of 5 million bales of U.S. raw cotton to Japan

The Export-Import Bank has announced a $60 million loan to the Bank of Tokyo to finance sales of U.S. raw cotton to Japan.

Under the arrangement cotton spinners in Japan may borrow the Eximbank funds from the Bank of Tokyo, Ltd., to pay for their individual orders, or from any of 11 foreign exchange banks in Japan delegated to approve transactions. Exports of approximately 414,000 bales of raw cotton from the 1963-64 U.S. crop year may be financed through use of the Export-Import Bank loan.

Available until August

The $60 million credit will be available to Japan's users of raw cotton for the year beginning August 1, 1963. Purchases will be financed through 12-month drafts drawn by the U.S. shipper on the Bank of Tokyo, Ltd., pursuant to letters of credit handled by the U.S. commercial banking system. Purchase contracts for U.S. cotton entered into on or after April 1, 1963 are eligible. Expiration date of letters of credit to be financed with Eximbank loan funds shall not be later than July 31, 1964.

In what has come to be an annual transaction, this cotton credit to Japan is the 16th approved by Eximbank. Prior to the 1963 credit, nearly 5 million bales were exported to Japan from the U.S. through Eximbank financing amounting to $769 million.

The 11 Japanese foreign exchange banks participating in the cotton credit are: The Fuji Bank, Ltd., The Mitsubishi Bank, Ltd., The Sanwa Bank, Ltd., The Sumitomo Bank, Ltd., The Tokai Bank, Ltd., The Dai-Ichi Bank, Ltd., The Nippon Kangyo Bank, Ltd., The Mitsui Bank, Ltd., The Daiwa Bank, Ltd., The Bank of Kobe, Ltd., and The Industrial Bank of Japan, Ltd.

East Europe bought $16.6 million in U.S. goods in 2d quarter

Figure is above previous totals; applications worth $700,000 denied

The dollar value of U.S. exports approved for shipment to Eastern European destinations during the second quarter of 1963 totaled $16.6 million as against $9.9 million in the preceding quarter and $10.8 million in the second quarter of 1962. Denied applications aggregated about $700,000 against $1.4 million in the first quarter.

Principal commodities approved for export to Eastern European destinations during second quarter 1963 were: Soybeans to Czechoslovakia and Hungary, $1.99 million; rye to East Germany, $1.7 million; woodpulp to USSR, $929,501; cotton linter pulp to the USSR, $596,200; cotton linters to East Germany, $440,924; gum and wood rosins to Czechoslovakia, $213,434; dried beans and peas to Rumania, $187,806; and Mexican-origin raw cotton in transit through the U.S. to the USSR, $664,118; various industrial-type chemicals to Czechoslovakia, Rumania, and the USSR, $2.2 million; caprolactum monomer (used in manufacture of synthetic resins) to the USSR, $4 million; a chemical defoliant to the USSR, $717,800; polyethylene (synthetic resin) to Czechoslovakia and Hungary, $435,078; crude sulfur to Czechoslovakia, $430,200; synthetic rubber to Czechoslovakia, Hungary, and Rumania, $392,699; and gift parcels to the USSR, $235,158.

Rejects

Items rejected for export to these destinations were mainly in the chemical and industrial equipment categories. Principal rejected commodities by value were: Antiozonants (rubber compounding agent), $154,480; and hexachlorobutadiene (industrial chemical), $136,000, both for the USSR.

The Department had 229 cases under investigation for possible violations of export regulations during the quarter. Of these, 50 cases were closed by the end of the quarter, 8 were referred for legal action and the remainder were continued under investigation. A total of 29 warning letters were issued. In addition, 130 shipments, valued at $544,184, were seized by collectors of customs; one, valued at $28,000, involved a shipment for Cuba.

Actual export shipments to Eastern Europe in first quarter 1963 totaled $21.4 million, compared with $16.2 million in the preceding quarter and $45.5 million in the first quarter of 1962. Shipments to these destinations represented 0.4% of total U.S. exports during the period.

"Export Control, Sixty-fourth Quarterly Report," is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or Department of Commerce Field Offices, at 25 cents a copy.

$3 million AID loan to finance Chilean economic studies

Will also pay for contract services of U.S. consultants

The U.S. will help Chile's Ten Year Development Plan through a $3 million Alliance for Progress loan to be used mainly for financing engineering and economic studies, both in the public and private sectors. The loan also will pay for contract services of U.S. consultants and training of Chileans in modern planning techniques.

The technical studies and planning assistance are expected to provide Chile with effective means for devising specific projects which may qualify for external financing. The loan will cover dollar and local currency costs for the following specific purposes:

- ★ Up to $2.25 million will finance technical studies of proposed agricultural, land reclamation, ports, airports, transportation, communications projects and industrial developments.
- ★ Up to $500,000 may be used to assist Chilean officials in the selection of priority development projects through on-job training.
- ★ Up to $250,000 may be used to make final engineering plans where they are necessary to obtain satisfactory public or private financing.

The estimated value of the projects to be worked out under the proposed loan totals $159 million.

Under the loan terms all services, materials and equipment will be procured from U.S. or Chilean sources.

Canadian trader, 2 Dutch firms lose U.S. export rights

Banned until end of investigation of alleged shipments to Cuba

Two Netherlands business firms and a Canadian have been temporarily denied all U.S. export privileges pending conclusion of an investigation into their participation in the shipment of U.S. commodities to Cuba in violation of U.S. export controls.

The Bureau of International Commerce's denial order named Johannes Hendrikus Vos, engaged in an export-import business under the name of Handelsonderneming J. H. Vos, at Dordrecht, the Netherlands; N. V. Metro (Midden Europese Transport Onderneming), a freight forwarding firm of Rotterdam and its managing director, E. Walda; and Pierre Emile Marie Contresty, a businessman located in Montreal, Canada.

The Bureau stated it has substantial evidence showing that Vos and Contresty engaged in a conspiracy to obtain substantial quantities of U.S. automotive equipment for shipment to Cuba via circuitous routes. They also transshipped to Cuba, via Rotterdam, over $60,000 worth of diesel engines in 1962, with the knowing assistance of the Metro forwarding firm. The Bureau said they have been continuing their attempts to obtain more U.S. parts and equipment for similar illegal shipments.

The denial order was entered to prevent Vos, Contresty, Metro and their associates from obtaining other goods for possible unlawful transshipment. The order, effective for 60 days, will be extended by the Bureau if found desirable to further protect U.S. interests until the investigation and compliance proceedings against the parties are completed.

The denial order prohibits each of the named individuals and firms associated with them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S. origin commodities and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other persons or firms may deal in any way with each of them or on their behalf in any such transactions; to do so would subject such parties to a similar denial of all U.S. export privileges.

New shipping procedure

The Government of Pakistan and the Agency for International Development have established the following procedure to govern the shipment of AID-financed cargo from the U.S. to Chittagong and/or Chalna, East Pakistan, on non-U.S. flag vessels, through September 30, 1963.

The procedure provides for the advance payment of AID funds to reimburse suppliers for ocean transportation costs on non-U.S. flag vessels.

AID has instructed the U.S. banks concerned that they may disregard the U.S. flag shipping requirement in letters of credit drawn against AID loan funds for commodities shipped to Chittagong and Chalna under the following conditions:

★ Ocean bills of lading must be dated within credit requirements but in no case later than September 30, 1963.

★ The carrying vessel must be under the flag of a country within AID Geographic Code 899.

★ Ocean bills of lading must bear the certification of the vessel's agent that the carrying vessel has not called at a Cuban port since December 31, 1962.

★ The beneficiary shall present authorization from AID, Washington, (Resources Transportation Division), for shipment in non-U.S. flag vessel and the payment of ocean freight costs.

★ The beneficiary shall execute and sign the following certification, and present it to the bank prior to receiving payment:

> The supplier hereby certifies that the amount indicated on his accompanying invoice and set forth in Block 2 of the Invoice and Contract Abstract of the Supplier's Certificate executed by him herein does not exceed the sum of (1) the actual costs of ocean transportation paid by him for shipment of the commodities herein and (2) a price for those commodities f.a.s. port of exit which does not exceed the maximum price permitted under the Supplier's Certificate for the sale of such commodities by the supplier f.a.s. port of exit.
>
> Supplier further certifies that the costs of ocean transportation which have been paid by him herein are $_____ and that the price of the commodities f.a.s. port of exit shipped by him herein is $_____.

★ The beneficiary shall present to the bank, prior to receiving payment, his affidavit that he will send to AID (Financial Review Division), Washington, D.C., within 30 days, invoices (or photocopies thereof) issued by the actual manufacturer of the commodities shipped.

Requests to AID for the authorizations mentioned above must include: commodity name; weight; letter of credit number and expiration date; name of paying bank; loan number against which credit is drawn; name and sailing date of non-U.S. flag vessel proposed; port of shipment; ocean freight rate and total freight rate to be paid; written refusals from all U.S. flag lines operating from the port-of-loading coast to Pakistan.

Colombian steel products firm proposes venture

A joint venture with U.S. investors is proposed by a Colombian firm for expansion of its current line of production which includes link chains, cold rolled iron bands and plates, construction mesh, hot rolled shapes and plates, and hot rolled bands and straps. Total capital required for this project is estimated at $400,000, half of which would be provided by U.S. investors. Write Genaro Concha, Expanded Metal de Colombia, 108-33, Carrera 33, Bogota, Colombia.

Tanganyika to buy U.S. goods with $1 million AID loan

American imports for use of the Government of Tanganyika and for private sector purchasers will be financed through a loan by the Agency for International Development.

The authorization provides for imports worth $1 million and for use of an equivalent amount in East African shillings, deposited for import purchases, to be devoted to projects in Tanganyika's Three Year Development Plan agreed upon by both countries.

25 states are above million mark in '63 AID-financed sales

Maryland and Mississippi make strong export showings in July

Twenty-five states topped the $1 million mark in overseas procurement orders financed under the U.S. foreign aid program during the first 7 months of the 1963 calendar year.

An Agency for International Development summary shows the leading producers were New York, Massachusetts, Pennsylvania, Ohio, Texas, Illinois, New Jersey, Michigan, Maryland, California, Alabama, and Louisiana, each of whom have sold over $5 million worth of goods. Other states exceeding the $1 million level were Colorado, Connecticut, Florida, Georgia, Indiana, Mississippi, Missouri, North Carolina, South Carolina, Virginia, Washington, West Virginia and Wisconsin.

In all, firms in 47 of the 50 states shared in $175.4 million worth of orders recorded during the January to July period. The total represents procurement directly traceable to the state of production. For this reason and because reporting is based on letter-of-credit transactions exceeding $10,000, the figure is far less than the full national total of AID-financed business. It indicates, however, the geographic impact of such purchases.

The orders cover a wide variety of industrial and agricultural products and materials purchased in developing countries for use in particular projects or promoting economic growth. Purchases are financed by U.S. development loans or grants, terms of which direct most procurement to American suppliers.

Value of orders recorded during July was $28.8 million. Leading states last month were Maryland, with a $3.9 million total consisting largely of iron and steel orders; New York, with a $3.2 million total from a wide range of industrial orders; and Mississippi, whose $2.9 million total involves a large fertilizer sale.

LARGEST IN AFRICA

The Heluan automotive plant, built by Fiat for Egypt's Al Nasr Company, is the largest in Africa. The plant, which employs some 3,300 persons, produces 8,500 cars and 3,000 tractors a year.

SAME EMPHASIS

Pakistan to continue policy on import licensing; plans slight changes in 2nd half

Current policy substantially the same as in first half; regular licensing list increased from 166 to 175 items

Pakistan's import policy for the July-December 1963 shipping period continues the emphasis on ensuring supplies of essential industrial raw materials, capital goods, and spare parts, while permitting some increase in supplies of essential consumer goods as resources permit.

Higher cash allocations are provided for certain Open General License goods, and some previously unauthorized items are made eligible for import from the regular licensing list.

Otherwise, the current policy is substantially the same as in the preceding 6-months shipping period. (See INTERNATIONAL COMMERCE, Feb. 4, 1963, p. 24.)

Regular list increased

The regular licensing list has been increased from 166 to 175 items with the addition of the following categories of goods: sanitaryware; crockery; plate glass of specified types, and mirrors; glass and glassware, excluding locally manufactured items; coffee; special type bulbs for use in photography and vehicles; electric instruments and appliances such as electromedical apparatus but excluding specified items such as room heaters and cookers; special types of electric cables (insulated rubberized and PVC cables of size larger than 7/.64 and heavier sections of wires and cables not manufactured in Pakistan); and iron or steel nail washers (specified items only).

The number of items on the Open General Licensing (OGL) list now stands at 50 with the dropping of trucks and buses (standardized makes) and the addition of cement (for East Pakistan only) and journals and magazines. As before, OGL facilities are available to both commercial importers and actual users, other than those in Karachi, Lahore, Chittagong, Dacca, and Narayangenj.

Glucose dropped

Glucose has been dropped from the automatic licensing list, leaving the following 12 items subject to such licensing: explosives; limestone (for East Pakistan only); suitcase locks and fittings including safe locks and automatic door locks; brake fluid; lubricants; unframed optical lenses; canes and rattans; glue, gum, and resins including lac and shellac; nylon twine for the fishing industry; photographic films, plate, and paper including sensitized paper; condensed milk and non-fat dried milk (subject to initial and repeat licensing at 40% of category); and shaving brushes and tooth brushes (initial and repeat licenses at 75% of category).

Initial and repeat licenses for these items will be issued at 100% of category, with the exceptions noted above.

The licensing policy for industries follows the same pattern as in the January-June 1963 shipping period. Of 195 industries listed for import licensing, 51 industries will be licensed automatically and will receive initial and repeat licenses for raw materials and spare parts at 100% of assessed single-shift capacity.

Ten export industries (so classed on the basis of their January-June 1963 exports) will be licensed on request for the amount of their actual requirements.

An additional 33 industries which exported in January-June 1963, in addition to receiving licenses for an amount equal to their initial share for the base period, will be entitled to cash licenses for 100% of the f.o.b. value of their exports for the import of raw materials not produced in Pakistan. The remaining 101 industries on the licensing list will be licensed on the same basis as during the preceding shipping period.

Further information on specific commodities or industries to be licensed in the present shipping period may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Italy takes steps to lower benzene poisoning risk

Containers of various solvents must be correctly labeled

Benzene poisoning of workers is the target of recent control legislation passed in Italy.

The law applies indiscriminately to domestically produced and imported products or solvents with benzene, toluene or xylene. It does not prohibit the importation or sale of these products, provided their containers are properly labeled.

It does, however, adversely affect their sale by barring, in the workers' activities covered by the law, the use of products containing any benzene at all (except as an impurity limited to 2% by weight of the substance) or toluene or xylene in excess of permissible amounts.

Manufacturers of solvents for industrial use and of products for use in the works covered by this law, containing benzene, toluene of xylene, must label the containers in which they are put on sale to show the presence of these substances, their combined percentage and separate percentage of benzene, in terms of the total weight of the solvent.

A loan copy of a summary translation of this law is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

The law, No. 245 of March 5, is entitled "Limitation of the Use of Benzene and Its Homologues in Workers' Activities." It became effective 15 days after its publication in the *Gazzetta Ufficiale* No. 77 of March 21.

Italy to regulate processing and trade of feeds; law to be effective Sept. 27

Feeds for animals must be food products of vegetable, animal, or mineral origin; measure to determine food additive levels

Italy has announced a law—to be effective Sept. 27—regarding the processing and trade of feeds.

Law No. 281 states that feeds for animals shall be the food products of vegetable, animal and mineral origin, as well as chemico-industrial products, either separate or suitably mixed.

The measure goes on to define different kinds of feeds and prescribe mandatory designations, in Italian, for each type.

The new law provides that a decree, to be issued by the Ministry of Health, will determine permissible feed additives (*integratori per mangimi*) with minimum and maximum doses in view of their end-use in the feeding of various animals.

Need application

For the sale of each individual additive, either domestically produced or imported, application must be made to the Ministry of Public Health for registration by the parties concerned. The registration fee is 10,000 lire ($16).

Importation will not be allowed of products regulated by this law which do not meet the requirements, composition, and packaging standards laid down. The indications and statements which must accompany products of foreign origin shall also be written in Italian; and the weights, where shown, must be given in the metric system.

Without prejudice to the requirement for showing the components for imported additives and feeds with additives, the Italian-language and metric-system requirements may be waived, provided the products are sent directly from the Customs to plants producing compound feeds, feeds with additives or feed additives, for use there.

Provided they have health clearances from the country of origin, importation will be authorized for canned or otherwise packed products of animal origin for feeding pets or animals raised for sport and for feeding fur-bearing animals and fishes. (The Animal Inspection and Quarantine Division, Agricultural Research Service, Department of Agriculture, Washington, D.C. 20250, can issue this type of certificate for U.S. products.)

A loan copy of an English translation of this law is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Finland enlarges global import quotas for 1963

Revisions affect most articles now subject to import controls

Finland's global import quotas for 1963 have been boosted an average of 16% over the original 1963 allocations. The quota revisions affect most of the articles which are still subject to import license controls.

Announced in late June by the Finnish Government, the newly revised quotas became effective immediately and were retroactive to Jan. 1, 1963.

The revised 1963 global import quotas total $137.9 million as compared with the previously announced 1963 total of $119.1 million. Typical of the quota increases is that for fresh fruit, upped from $11.9 million to $14 million. The quota for textile fabrics was raised from $6.6 million to $7.8 million.

The allotment for kitchen and household articles went up from $500,000 to $781,000; outboard motors from $1.1 million to $1.3 million; toys and games from $422,000 to $625,000; passenger automobiles from $16.3 million to $19.5 million; trucks and buses from $3 million to $3.6 million; and excavators from $1.3 million to $1.5 million.

In addition to regularly increasing the sums allocated to global quotas, Finland has steadily increased the number of items which are entirely free of quota limitations. A majority of goods now entering Finland from the U.S. enter freely, and in December 1962, Finland removed 343 additional items from the list of goods subject to import control (see INTERNATIONAL COMMERCE, Jan. 28, 1963, p. 21).

Duties reduced by Nepal on imports from overseas

Significant cuts of from 50% to 75% in the rates of duty on several imports from overseas were announced recently by the Government of Nepal. This brings them nearer to the level of duties imposed on goods imported from neighboring countries.

The items and present ad valorem rates of duty (with previous rates shown in parentheses) are as follows:

Hosiery goods, 10 (30); medicines, 1 (2); enamel, 10 (15); electrical equipment for bicycles, motor cars and airplanes, 15 (25); shoes, 30 (50); bicycles, 5 (10); motorcycles and motorized bicycles, 15 (35); edible live animals, 5 (10); inedible live animals, 5 (10); tanned leather, 5 (10); canned meat, 30 (50); canned fish, 30 (40); and iron and steel rods, 3.5 (5).

Other duty reductions include:

Passenger motor cars; station wagons; Land Rovers (including spare parts), 75% or 6,000 rupees per vehicle, whichever is higher (100% or 6,000 rupees); jeeps, 30% or 2,625 rupees per vehicle, whichever is higher (40% or 3,500 rupees); buses and trucks (including parts), 15% or 3,000 rupees per vehicle, whichever is higher (20% or 4,000 rupees); and cement, 0.70 rupee per bag or cwt. (2 rupees).

The Nepalese rupee is valued at approximately $0.13 and the cwt. is equal to 112 pounds.

Denmark's National Bank lowers discount rate

Denmark's National Bank has decreased the discount rate from 6½% to 6%, effective Aug. 19.

The move was made because of a sharp rise in the foreign exchange reserves from 1,433 million crowns (about $207,800) on June 30 to about 1,700 million crowns (about $246,500) on July 31 and a drop in the price index. These developments indicate success in the Government's anti-inflationary fiscal policies.

Guatemala suspends new income tax law

The Government of Guatemala has suspended Article 87 of the new income tax law which went into effect last July 1. The suspension was effective Aug. 10.

Article 87 says that all individual and juridical persons living in Guatemala, whose assets exceeded $1,000, must declare them to the Dirección General del Impuesto Sobre La Renta (Tax Office) within 30 days from the effective date of the law.

The Government, because of the difficulties of administration and the failure to have the proper forms printed in time, extended this period to 90 days. There was probably no single item in the income tax law which aroused such general opposition as this requirement, which essentially amounts to the taking of a census of the many thousands of residents of Guatemala who own property valued in excess of $1,000.

Article 1 of Decree Law No. 82 states that in the interim and until such time as modifications in the Income Tax Law are issued, Article 87 of Decree 1559 will remain suspended. The Minister of Finance said other modifications of the law were not yet ready for publication.

A story on Decree 1559 appeared in INTERNATIONAL COMMERCE, Aug. 5, p. 26.

Afghanistan duty schedule unofficially translated

An unofficial translation of Afghanistan's current Import Tariff Schedule—effective since April 21—reveals that all the rates are ad valorem, ranging from free to 100%. However, fixed valuations have been set on a large number of items against which the appropriate customs duty is levied. On other items, the customs duty is levied on the invoice value.

Some of the principal items and rates of duty are as follows:

Most cotton piecegoods, 45%; chemicals, 30-35%; pharmaceuticals, 11%; rubber goods, 10-60%; iron and steel and manufactures, 20-35%; electrical machinery, 10-60%; machinery, other than electrical, free to 35%; motor vehicles, 7-40%; used clothing, 10%; and most other apparel, 60%.

In addition to customs duties, certain items are subject to a luxury tax, ranging from 3% on automobiles to 30% on jewelry. This tax is calculated on the value of the goods plus the amount of customs duty assessed.

Further information on specific commodities may be obtained from the Bureau of International Commerce, Near East-South Asia Division (OIRE), Department of Commerce, Washington, D.C. 20230.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Turkey to develop tourist industry to ease deficit

The Turkish Government has decided that one way to ease its balance of payments deficit is to place more emphasis on its tourist industry.

In line with this decision, the Government has just established a Ministry of Tourism and Information.

The new Ministry will be responsible for the development of Turkey's touristic potential, the preparation of studies and plans and their application, and the inspection and regulation of touristic enterprises. It will also be in charge of providing information to the outside world on the country's touristic riches and national character.

Plan tourist bureaus

Steps already taken by the Ministry include issuance of a decree calling for the establishment of 14 tourist and information bureaus abroad (including New York), plus a number of press offices; formation of a committee of experts to examine legislation and decrees as a preliminary step to amending legislation and regulations which constitute obstacles to tourism; and the drafting of a bill to convert the Tourist Bank into a joint stock company with a capital of $22 million (TL 200 million) to serve as the channel for lending Government funds to investors in the field (but which would not itself own or operate any tourist facilities).

Other projects to attract tourists and to encourage investment in the tourist industry are also under consideration.

Sweden requires registration of pesticides

Swedish Food Law also amended; measures effective next Jan. 1

Sweden has announced that no pesticide may be sold there unless approved by a Government registration agency.

A fee will be charged to cover expenses connected with registration. The law will become effective Jan. 1, 1964.

Under the new law, approved pesticides will be placed in three risk classes. Those regarded as potentially most hazardous if safety measures are not observed will be placed in "class 1."

Pesticides in this group may be marketed only through specially qualified trade channels, and may be purchased and used only by authorized persons.

In a related move, the Swedish Food Law will be amended to authorize the Board of Trade to determine maximum permissible amounts of pesticide residue on foods and food products. This provision also becomes effective next Jan. 1.

Further information concerning the new law may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

U.S. exports to Ecuador need AID documentation

Imports into Ecuador now require AID Form 18-24 as part of their shipping documentation, according to a recent ruling by the Central Bank of Ecuador.

Copies of the necessary forms are available from the offices of the Agency for International Development in the United States, or from any of the more important banks in the U.S. which handle letters of credit opened by AID.

Holders of W.T.I.S. Form Part 2, No. 62-20, "Preparing Shipments to Ecuador," may wish to note this new requirement under the section entitled "Shipping Documents."

French firm offers license to produce plastic-coated tools

3 other French firms want licenses to make U.S. goods

A French manufacturer is offering a special process for the production of plastic coated hand tools, and 3 other French firms seek U.S. licenses for the electroplating and polishing of metal and the manufacture of products related to waxes, polishes, and paint and spot removers; and to make joints and cocks for hydrocarbon decanting and fire-protection systems.

American manufacturers are offered a special process, patented in the U.S., for the production of plastic coated hand tools. The French firm claims that its process permits the low cost manufacture of very light tools such as pliers, pincers, and cutters. These plastic coated tools are supposedly comparable in quality and resistance to steel tools.

The firm's pliers were awarded the Silver Medal at the 12th International Salon of Inventors in Brussels.

Additional information (in French) on this special process is available on a loan basis from the Bureau of International Commerce, Office of International Investment, File 1158, Department of Commerce, Washington, D.C. 20230.

Licenses wanted

A license for the electroplating and polishing of metals is sought by a manufacturer of equipment and installations for the protective treatment of metal surfaces. Neo-Chrone, 8-10 rue Adele Riton, Strasbourg.

A manufacturer of waxes and polishes of various types, paint and spot removers, and creams for shoe care seeks a license to produce related products. Societe Des Produits d'Entretien Ru Nord, 15 rue des Freres Hollerbecque, Werweicq-Sud (Nord).

A license is sought for the manufacture of joints and cocks for hydrocarbon decanting and for fire-protection systems. Ets. R. Pons & Cie, 108 rue de la Folie-Mericourt, Paris 11.

Belgium. License or joint venture arrangements sought to produce building and furniture hardware, finished products made of non-ferrous metals and bakelite moulded under pressure, washing machine accessories, electrical appliances and accessories, Do-It-Yourself tools, and telecommunications accessories. Anciens Anteliers Gasquy, S.A., 63 rue en Bois, Herstal.

England. Manufacturer seeks license to produce any products in the small electronic, electro-mechanical, and electro-medical fields. The McMurdo Instrument Co. Ltd., Victoria Works, Ashstead, Surrey.

Germany. Manufacturer of large steel construction seeks license to make cable cranes; tanks with floating roofs, and foundry machinery such as pressure die casting, gravity die casting, and continuous casting machines. J.S. Fries Sohn, 6 Frankfurt/Main No. 14, Friesstrasse 5-13.

Pakistan investment official to visit U.S.

Amjad Ali, Chairman of the Department of Investment Promotion and Supplies, Pakistan, will arrive in the United States Sept. 29 to talk with U.S. businessmen interested in investments in the following:

Hand tools, locks, carbon black, ferrochrome products, synthetic rubber, dyes, and other industries which may contribute to the basic economy of Pakistan.

U.S. investors who wish to talk with Mr. Ali should write to the Bureau of International Commerce, Office of International Investment, File 4-3500-2(B), Department of Commerce, Washington, D.C., 20230.

Aden invites U.S. investors to buy land, build hotel

The State of Aden is inviting applications for purchase of a prominent site at Khormaksar and for construction of a residential hotel on the land.

The site, of about 8,100 square yards, is in the residential area of Khormaksar. Main road improvements now in progress will bring the proposed hotel within easy reach of the port.

Further details are available from the Bureau of International Commerce, Office of International Investment, File 4-7011-7(B), Department of Commerce, Washington, D.C., 20230.

Philippine agency urges additional cement production

Recent survey of domestic cement production suggest opportunities

The Industrial Development Center (IDC), a quasi-government agency sponsored jointly by the Philippine Government and the Agency for International Development, recently released a survey of domestic cement production which indicates that U.S. firms might find it worthwhile to investigate opportunities.

According to the survey, demand for cement is expected to continue to outstrip domestic production. Estimated 1966 consumption is placed at 43.7 million bags. IDC makes clear that its estimate of future demand may well be on the low side in view of the economic growth targets set by the present administration.

Domestic cement producers are well protected by tariff walls. The tariff on standard Portland cement is $1.75 per 220 pounds gross weight; additionally, a special import tax of 5.1% ad valorem and an advance sales tax must be paid. To relieve the current shortage, the National Marketing Corp., a government firm, has imported cement on a tax free basis. This was an emergency measure, however, and such government "competition" should not be considered a deterrent to investment.

Interested U.S. firms may obtain additional data from the Office of International Investment, File 3-3241-1(G), Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Colombian shoe producer proposes joint venture

Colombia's oldest and largest manufacturer, wholesaler, and retailer of men's shoes is interested in a joint venture with a U.S. firm. Specifically, the firm requires capital, equipment, and know-how for expansion of current operations. Its annual volume of business is reported at $100,000. Write Fabrica de Calzado Faitala, Calle 30, No. 04-69, Barranquilla, Colombia.

Brazil asks quotations on pesticides, drugs

The National Department of Rural Endemics, as agency of the Ministry of Health, Rio de Janeiro, Brazil, desires to obtain price quotations from suppliers of pesticides and pharmaceuticals.

Quality of products is to be in conformity with U.S.P. standards, where applicable. Prices should be quoted fob U.S. port of shipment and c.i.f. or c&f Rio de Janeiro.

The following items are included:

DDT, 75% w.p., 100 mt.; BHC, 30% w.p., 400 mt.; potassium iodate (KIO_3), 10 mt.; piperazine adipate, 10 mt.; 3-sulfanilamide-6-metroxipiridazine, 1 mt.; sodium oleate, 1,000 lb.; lanolin, 500 lb.; vitamin C (ascorbic acid), 500 lb.; methionine, 300 lb.; 1-diethylcarbamil-4-methyl-piperazine dihydrogen citrate, 200 lb.; arabic gum, 200 lb.; boric acid, 100 lb.; acetylsalicylic acid, 100 lb.; magnesium stearate, 50 lb.; vitamin B-1, 50 lb.; chlorotetracyline, 50 lb.; phenacetin, 25 lb.; inositol, 25 lb.; vitamin A, 10 lb.; erythrocin, 10 lb.

All price quotations should be sent to Director Geral, Departamento Nacional de Endemias Rurais, Ministerio da Saúde, Av. Rio Branco 80-18° Andar, Rio de Janeiro, G.B., Brazil.

The proposed purchase involves approx. $1 million, and may result in a continuous business arrangement for U.S. exporters.

Greece sets bid deadline for storage plant elevators

The original tender of the Port of Piraeus Authority, Piraeus, Greece, for the supply and installation of three elevators, which had been increased to eleven elevators, has been reduced to three elevators with a bid deadline of October 31.

The required capacity is changed from 4,000 to 6,000 kg. These elevators are for the cold storage plants of the Port of Piraeus Authority (OLP), Piraeus. (INTERNATIONAL COMMERCE, Feb. 25, p. 35 and April 15, p. 24.)

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the General Equipment and Components Division, Rm. 4022, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Iraq plans construction of water supply scheme

The Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq, invites tenders from qualified engineering firms for the construction of a new water supply scheme at Mosul, Northern Iraq.

This project is covered by tender No. 43 which has a bid deadline of November 23.

Tenderers should submit their offers in two copies to the Secretary of the Purchases and Tenders Committee in the Ministry of Municipalities, Baghdad, Iraq.

Terms and specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq, against payment of $70 (ID 25) plus $3 to cover airmail charges from Iraq to the U.S.

One copy of tender documents, specifications, and drawings for the new water supply system at Mosul is available for review only in the offices of the Water Industries and Engineering Services Division, BDSA, Rm. 4113, Department of Commerce, Washington, D.C., 20230.

Pakistan extends deadline on cement plant tenders

The West Pakistan Industrial Corp., PIDC House, Kutchery Rd., Karachi, Pakistan, announces that tender No. PC-12/EX-4-T bid deadline of August 31 has been extended to October 31.

The tender is for the fourth extension of the Zeal Pak Cement Factory at Hyderabad by a unit of 700 tons per day of clinkers. (INTERNATIONAL COMMERCE, July 8, p. 45).

There is also a substitution to sub paragraph, "Storage of limestone and clinkers etc." p. 5.

Specifications are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Indonesian firm desires woodpulp, sulphate, sulphite

D. Sutjiadi, commission merchant, Djakarta, Indonesia, wishes to purchase 4500 mt. of wood pulp, bleached sulphate and bleached sulphite, long fiber.

The following specifications are desired: Beating time 500 degree csf-40; 300 degree csf-60; burst factor 500 degree csf-74; 300 degree csf-90; tear factor 500 degree csf-123; 300 degree csf-110 breaking length, m. 500 degree csf-9000; 300 degree csf-10000 double folds, mit 500 degree csf-1000; 300 degree csf-1300; apparent specific gravity 500 degree csf-0.665; 300 degree csf-0.685; ash less than 1%; cleanliness: good; permanganate No. 22-24; sieber chlorine number approx. 4-5.

Interested U.S. firms may wish to contact the above at 15, Djalan Kemiri, Djakarta 11/16, Indonesia.

Thailand State Railway requests tank cars

The Superintendent of Stores, State Railway of Thailand, Yod-Se, Bangkok, Thailand, has issued worldwide tender calling for sealed bids on 14 meter guage b.e. 2506 (1963 A.D.), fully assembled, 28,500 litre tank cars.

Closing date of this tender is October 29.

Interested companies may purchase tender forms, together with full particulars at the price of Bht. 200.00 per set, from the above address.

Tender documents, including drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4816).

Burma invites tenders for aerial photography

Bids are invited by the Union of Burma for approx. 82,000 sq. miles of aerial photography.

A total 1,000 sq. miles of aerial photography will be required at a scale of 1:50,000 and 81,000 sq. miles at a scale of 1:20,000.

On the basis of a unit price per sq. mile, bids should cover all labor, materials and equipment necessary to deliver the required number of prints, and photo indexes, as well as all original negatives.

Bids, sealed and clearly marked "Tender for Aerial Survey," should reach the Director General, Survey Dept., Rangoon, Burma, by 12 noon, (Burma Standard Time), September 14.

A copy of the bid invitation, including schedule, specifications and terms of contract are available from BDSA's Commodity Export Promotion Staff, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

India Supply Mission wants power dusters

The India Supply Mission has issued tender notices for the purchase of 550 power-operated knapsack model mistblower duster combinations.

Dusters are to be powered with a gasoline engine of 3 hp. with an air velocity of 300-460 km.

Deadline for submission of bids is September 16.

Bid specifications may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4317).

Greek government needs tenders on containers

The Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens, Greece, has issued a worldwide tender, No. B/562/1963, calling for sealed bids on 200 "pa" type containers as per I.U.C. category 72.

Bid deadline is September 30.

Tender documents, without drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4816).

Substation bid deadline extended by New Zealand

The New Zealand Electricity Dept. has announced the extension of the bid deadline for tender No. 423 covering 100 mva, 220/66/11 kw transformer bank from September 3 to October 8. (See INTERNATIONAL COMMERCE, July 22, p. 47).

An addendum to the specifications is available from Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

JAPAN—Citrus pulps in large quantities. Konki Trading Co., Ltd., (trading co.), 14, 4-chome, Negi-cho, Nakamura-ku, Nagoya. WTD 8/63.

195 Small Arms

AUSTRALIA—Semi-automatic 30 caliber M-1 carbine rifle; desires surplus type. George Shaw and Co., Pty., Ltd., (importer, wholesaler, retailer), 194 Albert St., Brisbane, Queensland. WTD 8/6/63.

200 Food

NIGERIA—All kinds of canned goods. Direct purchase and agency. Akano Bros. & Sons, (retailer), 23, Asa Rd., Aba. WTD 7/16/63.

Groceries, all kinds; must be competitively priced. Direct purchase and agency. J. T. Chanrai & Co., (importer, retailer), 33, Aggrey Rd., P.O. box 39, Port Harcourt or Mgr., J. T. Chanrai & Co., Okpara Ave., Enugu. WTD 5/27/63.

202 Dairy Products

CHILE—Butter, anyhdrous butter, whole powdered milk, semi-whole powdered milk, skimmed powdered milk, raw material for ice cream: also interested in representing manufacturers and exporters of dairy products on a commission basis, for sale by means of private and public bids. Direct purchase and agency. Adip Kenwork S., (importer), 1057 Republica de Israel, Casilla 2631, Santiago. WTD 11/30/62.

203 Canning, Preserving Foods

BELGIUM—Soups; meat; preserve; prepared foods for home consumption. Usines Liebig S.A., (importer, exporter, manufacturer), 1 Metropoolstraat, Schoten, Antwerp. WTD 8/5/63.

GERMANY—Prepared baby food. Direct purchase and agency. Christian G. Heil, (wholesaler, sales agent), 153 Roederbergweg, 6 Frankfurt/Main.

Canned or bottled food specialties. Direct purchase and agency; requests replies in German. Hans E. Schhmitz, (importer, wholesaler, sales agent), 11 Adolfsalle, 62 Wiesbaden.

IRAQ—All kind of canned foodstuff. Direct purchase and agency. Yousif Bashoori, (importer, wholesaler, sales agent), Damirji Bldg., Shorja Sq., Baghdad.

ITALY—Dehydrated vegetable powders, flakes; mashed potato powder. Direct purchase and agency; requests replies in Italian or French. Fazio Calogero, (agent), 80 via S. Vitale, Bologna. WTD 8/5/63.

JORDAN—Canned foodstuff of all kind. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

209 Food Preparations

AUSTRALIA—Soyabean oil; crude, linseed oil. Mr. Hector L. McCowan, C. T. Bowring Services, (A'asia), Pty., Ltd., Phoenix House, 32 Bridge St., Sydney.

50% high protein soyabean meal for livestock feed in three or four annual shipments of 1,500 to 2,000 short tons per shipment; wants own vessels to collect shipments at Gulf of Mexico ports or ports on Great Lakes; desire initial shipments in bags, later shipments can be made in bulk; requests quotations f.o.b.—loaded-on-ocean-vessel basis, guaranteed loading rate per gang per day (depending on weather working practice of port). Mr. Robert Fisher, Sydney Representative, Brown & Dureau, Ltd., (importer, exporter, manufacturers' agent), 428 George St., Sydney, N.S.W. WTD 7/30/63.

220 Textile Mill Products

CANADA—Good quality printed cotton dress goods, gingham, pique, broadcloth remnants, 1 to 10 yd. lengths; fabric ends of imitation fur, velveteen drapery, upholstery; requests replies from mills only. Wholesale Agencies, (wholesaler of textile remnants), 281 Laurier Ave. W., Montreal 8, Quebec. WTD 3/7/63.

ECUADOR—Raw materials for the textile industry: thread, yarns, other materials required in the operation of textile mills, with the exception of dyes. India, (C.A. Industrial i Agricola), (importer, distributor), P.O. box 2401, Quito.

GERMANY—Woolen fabrics, fabrics of wool and manmade fibers, manmade fiber fabrics for men's suits, trousers, coats, leisure wear and for women's coats and costumes; fabrics for men's, women's rainwear. Direct purchase and exclusive agency. Karl W. Hofmeister, (agent), Wegenerstr. 6, Hannover.

221 Broad Woven Fabric Mills, Cotton

ENGLAND—Cotton cloth, for industrial uses; 40" wide, 90 sq., 26/30's/. Fennel, (Textiles), Ltd., (importer, exporter, merchant), 3 Hilton Ave., Manchester 4. WTD 9/27/62.

FRANCE—Upholstery fabrics (plain and printed). Direct purchase and agency. Comptoir des Tissages d'Alsace, (importer, dealer), Colmar (Haut-Rhin.)

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

FRANCE—Glass-fiber fabrics. Generale Ap-

plications Plastiques, (manufacturer), 49, rue de Lisbonne, Paris 8.

IRAQ—Cotton, rayon, silk. Sadiq Bakir Shabibi, (importer, wholesaler), Omran Tawfiq Bldg., Sa'doun St., Baghdad. WTD 8/5/63.

224 Narrow Fabrics, Other Smallwares Mills: Cotton, Wool, Silk, Man-Made Fiber

IRELAND—Floral ribbon rayon or acetate type fiber. A sample of the type material desired available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674). Wilton, (funeral director), 255 Crumlin Rd., Belfast 14, Northern.

226 Dyeing, Finishing Textiles

FRANCE—Table linen (printed). Direct purchase and agency. Comptoir des Tissages d'Alsace, Colmar (Haut-Rhin).

228 Yarn, Thread Mills, Products

ITALY—Nylon yarns of 30 deniers and 21 filaments; requests replies in Italian, French. Manifattura Gagliardi, (manufacturer), via Fiume 4, Cocquio Sant' Andrea (Varese). WTD 6/10/63.

229 Textile Goods

AUSTRALIA—White absorbent bonded fiber for manufacturing disposable diapers hospital pads; requests samples and price per 1,000 yd. f.o.b. or f.i.s., 14 or 16 in. wide, in rolls 24 to 30 in. in dia., packed two to a pack; a sample of the type material desired available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674). Mr. G. E. Hornabrook, Mgr., Cellulose Converters & Co., (manufacturer), 1A Best St., Potts Point, N.S.W.

230 Apparel

BARBADOS—Women's cotton prints, straw and felt hats; commission basis; requests replies from manufacturers only. Barbados Agencies, (commission agency), 19 Swan St., Bridgetown.

IVORY COAST—Low priced ready made men's clothing, i.e. suits, shirts, socks. Abdul Karim Abed Hamka, (importer), B.P. 168, Abidjan. WTD 7/31/63.

NIGERIA—Ready-made clothing, inexpensive to medium-priced. Direct purchase and agency. J.T. Chanrai & Co., (importer, retailer), 33, Aggrey Rd., P.O. box 39, Port Harcourt or Mgr., J.T. Chanrai & Co., Okpara Ave., Enugu. WTD 5/27/63.

All kinds of ready-made clothing. Direct purchase and agency. Akano Bros. & Sons, (retailer), 23, Asa Rd., Aba. WTD 7/16/63.

234 Women's Misses', Children's, Infants' Under Garments

NORWAY—Lingerie for ladies, misses; requests replies from manufacturers only. Direct purchase and agency. Bjarne Holst & Co., (manufacturer's agent, importing wholesaler), P.O.B. 5039, Oslo NV. WTD 7/29/63.

235 Hats, Caps, Millinery

GERMANY—Fashionable U.S. felt and leather hats; exclusive distributorship. Heinrich Balke Hut-und Muetzenfabrik, (manufacturer, importer, exporter), 100 Pappelstrasse, Bremen. WTD 12/3/62.

236 Girls', Children's, Infants' Outerwear

GERMANY—Baby, children's clothing in general. Direct purchase and agency; requests replies in German. Herder C.O.N.I. Baby-Chic KG., (manufacturers' agent, wholesaler, retailer), 28 Mittelstrasse, 5 Koeln A. Rh. WTD 7/30/63.

239 Fabricated Textile Products

ITALY—Upholstery material; artificial leather. Direct purchase and agency. San Marco-di Libero Iannantuoni, (agent), via Sondrio 3, Meda (Milan). WTD 6/18/63.

242 Sawmills, Planing Mills

AUSTRALIA—Balsa wood logs, strips, sheets for local manufacture into balsa wood toys. Mr. Charles C. Berzin, Starcraft & Co., (importer, wholesaler), 165 John St., (G.P.O. box 7017), Sydney Lidcombe, N.S.W.

■ **GREECE**—Rough green Douglas fir, No. 2, clear and better, allowing max. 15%, No. 3, clear and better as per "R" list, antistain solution treated, 2" x 6" and wider, allowing max. 10-15%, 2" x 4" and 2" x 5", 8-20 ft. or longer. $150,000. Quotation deadline September 9. Loan No. 240-H-028. E. Coutlides & J. Catacousinos, Timber Merchants, Makri St. No. 1, Athens. SBC-336.

ITALY—Douglas fir; pitch pine planks; walnut logs. Direct purchase and agency. Ferruccio Amati & Fratelli, (manufacturer), via Crispi 1, Bergamo. WTD 7/22/63.

249 Wood Products

■ **CONGO, REPUBLIC**—Cork composition discs, 120,000 gross, type ha, 10 to the in., for crown corks. PA No. 660-000-355-3204. U.S. source. Bid deadline September 20. Quota No. 33. Firme Industria, Georges Papazoglakis, B.P. 221, Stanleyville. Prices fas Atlantic port direct to Matadi, Congo. Very strong marine packing. Attach an evaluation of the marine freight. SBC-326.

262 Paper Mills, Products

AUSTRALIA—Kraft wrapping, imitations; greaseproof; m.g. sulphite cap.; crepe towelling; toilet tissue; newsprint. Swan Wrappings, (1962), Pty., Ltd., (manufacturer, merchant), 75-79 Carrington St., Claremont, Western.

■ **GREECE**—Kraftliner in rolls of core 0.07 m=0.075, substance gr. 100-230, 1500 tons. For the manufacture of corrugated boxes. Loan No. 240-H-028. U.S. source. Quotations desired by September 8. Vis Containers Manufacturing Co., Ltd., 54 Athinon St., N. Phaleron. Cable: VISAE, Athens. SBC-324.

INDONESIA—3,300 mt. of kraft paper: 80 gr. per sq. m. D. Sutjiadi, (commission merchant), 15, Djalan Kemiri, Djakarta 11/16. WTD 3/15/63.

264 Converted Paper, Paperboard Products

NORWAY—Office stationery. Bommen & Hansen A/S, (importing wholesaler), 4 Raadhusgaten, Oslo. WTD 2/14/63.

272 Periodicals: Publishing, Printing

GERMANY—New English language newspapers, periodicals, books. W.E. Saarbach G.m.b.H., (importer, exporter, wholesaler), Postfach 1510, 30 Gertrudenstrasse, 5 Koeln I. WTD 8/8/63.

275 Commercial Printing

● **EL SALVADOR**—13,800,000 fiscal stamps, 22 x 50 mm., in 10 denominations; varying quantities, colors. Bid deadline September 27. La Proveeduria General de la Republica, San Salvador.★ (Telephone: WO 7-4115).

281 Industrial Chemicals

ENGLAND—Chemical specialties, primarily for use of the chemical industry and building industry. Direct purchase and agency. R. E. Franz, Ltd., (exporter, importer), Hanover House, 73 High Holborn, London, WC.1. WTD 9/10/62.

■ **GREECE**—Trichlorethylene, 60 tons; perchlorethylene, 30 tons, in drums. Quotations desired by September 16. Loan No. 240-H-028. U.S. source. Nicolas Themistocleious, The Athens Commercial & Chemical Office, 18 Iakhou St., Athens. Cable: ATENSAV. SBC-336.

INDONESIA—Sulphur in rolls, 99.8/100%; free from arsenic, cellenium, tellenium, in jute bags of 100 kilos each; requests two bids, one for 2500 mt., one for 500 mt., f.o.b.; c&f. D. Sutjiadi, (commission merchant), 15, Djalan Kemiri, Djakarta 11/16. WTD 3/15/63.

ITALY—Oxalic acid in microcrystals. Euroscambi, (importer, wholesaler, exporter), Piazza de Marini 3/31, Genova.

PAKISTAN—Oxalic acid. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakin Khadim Ali Rd., Sialkot. WTD 7/19/63.

Chemicals for use in glassware manufacture: manganese: 99.9% pure; potassium bichromate 99.9% pure; borax 99.9% pure; antimonioxide 99.9% pure; titaniumoxide 99.9% pure; red-lead; zincoxide white seal; cadium sulphate orange and red; cobaltoxide 70-71%; pigments dry colors: pink, blue, black, yellow, amber, 530°-560° C. The Chemical Glass Industries, (manufacturer), Ghakkar Mandi, Dist. Gujranwala. WTD 7/24/63.

Pigment used in leather tanning, ordinary, metallic or pearl finish. Direct purchase and agency. H. Sh. Mohammad Hussain & Co., Ltd., (tanners of leather), Jamil Bldg., Sultanpura Rd., Hide Market, P.O. box 443, Lahore. WTD 7/30/63.

Sodium chromate, sodium bisulphate, caustic soda, oxalic acid, acetic acid, bleaching powder, formic acid, sodiumformate, antimould substances. Direct purchase and agency. H. Sh. Mohammad Hussain and Co., Ltd., (tanners of leather), Jamil Bldg., Sultanpura Rd., Hide Market, (P.O. box 443), Lahore. WTD 7/30/63.

Tanigan powder; neosyn powder: 150 tons; chromosol powder, chrome salt powder 400 tons. Direct purchase and agency. H. Sh. Mohammad Hussain Co., Ltd., (tanners of leather), Jamil Bldg., Sultanpura Rd., Hide Market, (P.O. box 443), Lahore. WTD 7/-30/63.

■ Chemical solvents and pigments, 32 items, such as xylol, butyl alcohol, metyl ethyl ketone, dibutyl phthalate, cuprous oxide, sodium carboxy methyl-cellulose, high flash naptha, silicon greases, zinc oxide white seal white pigment, various quantities. IL No. 343919. Quotation deadline September 8. Loan No. 391-H-066. U.S. source. Imperial Paint and Varnish Works, South Napier Rd., Karachi 2.★ SBC-334.

■ Titanium dioxide, rutile grade, 22 lt., packed in jute bags of 112 lb., net; 225 ag xylol in

55 gal. drums. C&f Karachi. IL No. 335791. Loan No. 391-H-066. U.S. source. Quotation deadline September 8. Indico Paint Colour & Varnish Co., Lawrence Rd., Karachi 3, W. Cable, DECORATION, Karachi. SBC-334.

■ **VIETNAM**—Chemicals, 103 items, consisting of ammonium chloride, aceton c.p., acetamide pure, acid acetic glacial pure, barium chloride c.p., bromine water, copper metal powder, chloroform pure, formaldehyde pure, iron metal powder pure, iodine c.p., litmus cubes blue, glycerine pure, sodium carbonate crystal technical. PIO/C No. 430-AC-69-AB-9-30386. Invitation No. 0946-25073. Limited worldwide (901). Bid deadline September 13. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications may be obtained from the Embassy of Vietnam, Mrs. Quang, 2251 R. St., NW., Washington, D.C. SBC-326.

282 Synthetic Materials

GERMANY—Thermoplastic raw material for processing insulated cables, wires. Fritz Mueller "Coroplast" KG., (manufacturer), 2520 Postfach, 271 Wittenerstrasse, 56 Wuppertal-Naechstebreck. WTD 8/12/63.

GREECE—Materials for the plastics industry, such as polyethelene, polystyrene, polypropylene, p.v.c. powder; requests replies from manufacturers only. Direct purchase and agency. The Hellenic Raw Materials Co., (sales agent, importer, wholesaler), 1 Streit St., Athens. WTD 2/19/63.

■ "Scotchlite", or equal, reflecting sheeting 2" x 50 yd., No. 3772, 600 rolls. Quotation deadline September 10. D. Kougiomtzopoulos, 15 Zoodohou Pigis St., Athens 145.

■ Polyethylene for film, 90,000 lb. Nicolas Tsatsoulis, Flias St., 13, Amaroussin, Athens. Quotation deadline September 15.

■ Poly-eth, polyethylene resins, in 50 lb. bags, 440,000 lb. Quotations by September 9. Vlassis Drakopoulos, Kifissou Ave., Peristeri, Athens.

All the above are for loan No. 240-H-028. U.S. source. SBC-336.

■ Low density polyethylene compound for film. $39,600. Give full description of commodity, excluding ocean transportation and marine insurance, including sizes, quantities and any optional conditions. Plastic, S. A., Alex. Papanastassiou 126, Thessalonika. Cable quotations acceptable.

■ Synthetic rubber, $7,200. Payment by buyer's acceptance of 180 days from the arrival of each consignment at the port of Thessalonki. Orders may be executed not only once but in 4 x 5,000 k. lots partially within a six-month period. Rubber Industry EBEW, D. Mayroidis, A. Flatopoulos & Co., Neo Xyladika St., No. 10, Thessalonika. Cable quotations accepted.

Both the above are for loan No. 240-H-082. U.S. source. Quotation dates September 8. SBC-324.

HONG KONG—Polyethylene, virgin and off-grade. Genial Development Co., Ltd., (importer, exporter, manufacturer), 6th fl., Oi-Kwan Bldg., Hong Kong. WTD 5/24/62.

■ **TURKEY**—Rubber latex, prevulcanized, ready for use in dipping process, about 61% total solids concentrated by centrifuging, ammonia preserving, viscosity about 40 centipoises, min. tensile strength 4850 lb., sq. in., kgm., sq. cm, 340, elongation of break, 950, packed in steel drums. Import license No. 1771. PA#277-891-901-356-3232. Limited worldwide (901). Quotations desired by September 16. Yesua Sages, Fuatpasa Cad. 60. 1, Mercan, Istanbul. Value $5,000 (f.o.b.). SBC-329.

■ **VIETNAM**—Pure drying alkyd resin, 110,000 lb., non-volatile 100%, viscosity Y-Z1, color 5-8, acid No. 3-7, specific gravity 1.12-1.13, lb./gal. 9.32-9.42; pure drying alkyd resin, 110,000 lb., non-volatile 100%, viscosity Z1-Z3, color 10 mas., acid No. 6-14., lb./gal. 9.20-9.30. Limited worldwide (901). Bid deadline September 9. Ets. Bui Duy Can, 84 Hong Thap Tu, Saigon. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. A copy of each offer should be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-328.

■ Dacron filament yarns, 20, 30, 50 deniers, type 200 on bobbins, 167,000 lb.; dacron cotton blend yarn, 65% dacron, 35% cotton, on cones, 86,000 lb.; nylon filament yarns, 15, 30, 50 and 70 deniers, various types, 187,500 lb. C&f basis only. Fob and freight costs included separately. 100% U.S. flag vessels. Offers to be sent to the Director General of Commerce, 59 Gia-Long, Saigon, and copy to USOM-CIB, 32 Ngo Thoi Nhiem, Saigon. Procurement is for approx. 10 different importers. Limited worldwide (901). Quotation by September 9. SBC-327.

283 Drugs

GERMANY—Pharmaceuticals; especially dermatological, gynaecological preparations, radiation prophylactics, nursery aids. Direct purchase and agency. Christian G. Heil, (wholesaler, sales agent), 153 Roederbergweg, 6 Frankfurt/Main.

IRAQ—Pharmaceutical products of all type; particularly antibiotics. Al Jamhooriyah Drug Store, (importer, wholesaler), 5A/38 Mustansir St., Baghdad. WTD 1/13/63.

Veterinary preparations. Direct purchase and agency. Darwish al-Hairdari, (importer, wholesaler, agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 6/22/63.

ITALY—Residues from antibiotic preparations, (especially bacitracin feed supplement). Dr. Aldo Maccagni, (manufacturer), via Ricotti 15, Milan. WTD 6/26/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AFGHANISTAN—Perfumes, toilet articles; requests descriptive literature and price quotations cif Khorramshahr, Iran, and Karachi, Pakistan. Amrit Lal & Bros. (importer), Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

ENGLAND—Aromatic chemicals and perfume compounds. Direct purchase and agency. Gale and Mount, Ltd., (manufacturer, importer), Commerce Rd., Brentford, Middx. WTD 1/25/63.

PAKISTAN—Polishing compound for use in stainless steel industry. Eagle Range Surgical Co., (manufacturer), Karimpura St., Sialkot. WTD 8/6/63.

Polishing composition for stainless steel, chrome plating, nickel plating, electroplating, chemicals, salts. Direct purchase and agency. M. F. Elahi and Co., Ltd., (manufacturer), Wazirabad Rd., Sialkot. WTD 7/23/63.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Raw materials for paint and chemical industries, rosins, resins. Mr. Hector L. McCowan, C. T. Bowring Services, (A'asia), Pty., Ltd., (general trader, exporter, importer), Phoenix House, 32 Bridge St., Sydney.

GERMANY—Borax used as raw material for enamels. Direct purchase and agency; requests quotations cif Hamburg or Bremen. Dipl. Ing. W. Eckhoff, (manufacturer), 48 Lindenstrasse, 497 Bad Oeynhausen. WTD 7/30/63.

286 Gum, Wood Chemicals

PAKISTAN—Mimosa extracts (wattle) 600 tons; myrabolan 200 tons. Direct purchase and agency. H. Sh. Mohamad Hussain Co., Ltd., (tanners of leather), Jamil Bldg., Sultanpura Rd., Hide Market, (P.O. box 443), Lahore. WTD 7/30/63.

287 Agricultural Chemicals

GREECE—All kinds of chemical fertilizers; requests replies from manufacturers only. Direct purchase and agency. The Hellenic Raw Materials Co., (sales agent, importer, wholesaler), 1 Streit St., Athens. WTD 2/19/63.

289 Chemical Products

PAKISTAN—Dyes for leather used in sports goods industry. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Dyes used in leather tanning industry. Direct purchase and agency. H. Sh. Mohammad Hussain & Co., Ltd., (tanners of leather), Jamil Bldg. Sultanpura Rd., Hide Market, (P.O. box 443), Lahore. WTD 7/30/63.

291 Petroleum Refining

GERMANY—Gas oil—German type 53/57, marine diesel oil distillates, extra light heating oil—German type kin 51603 for bukering purposes. Diersch & Schroeder, (importer, exporter, manufacturer, wholesaler), Cuxhavenerstrasse 42/44, Bremen.

295 Paving, Roofing Materials

JAPAN—Heavy duty roof coating compound: asphalt-brushing consistency; requests quotations cif Japan. Kyowa Boeki Bussan, Ltd., (trading co.) 866 Kami 1-chome, Higashi Ozone, Kita-ku, Nagoya. WTD 5/62.

299 Products of Petroleum, Coal

ITALY—Fuel oil for heating; lubricants generally; bitumen derivatives. Direct purchase and agency. Mr. Giorgio Cuccagna, Emulbit, S.p.A., (importer, wholesaler), 295 via della Magliana, Rome. WTD 6/20/63.

301 Tires, Tubes

■ **CONGO REPUBLIC**—Tires, inner tubes for trucks, pick-up and commercial, tires, tubes for heavy duty and other trucks, various sizes, quantities, super mileage lug nylon. PA No. 660-000-355-3205. U.S. source. Quotations desired by September 15. Congopalm Societe Cooperative, B.P. 8313, Leopoldville, Republique du Congo. Quota No. 33-S.1. Subject to GSA Defense Materials Services procedure. SBC-327.

● **IRAQ**—Tires, 5,235, tubes, 4,595, of assorted sizes; tender No. EME/1/1963; bid deadline September 18. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-3381).

■ **TURKEY**—Rubber tires, tubes, various sizes, kinds, large assortment. Reference No. 39-3EM-2683. PA#277-891-901-356-3232. Lim-

ited worldwide (901). Quotations desired by September 12. Turkiye Petrolleri A. O., Inkilap Sokak No. 6, Yenisehir, Ankara. Subject to GSA Defense Materials Services procedure.★ SBC-329.

306 Fabricated Rubber Products

● **IRAQ**—Rubber air hose for compressor, 8 mm.; rubber tubes, various quantities, sizes. Tender No. EME/2/1963, bid deadline Sept. 18. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-3381).

PAKISTAN—Specialized rubber products: rubber gloves; contraceptive, for use by surgeons. Direct purchase and agency. M. F. Elahi and Co., Ltd., (manufacturer), Wazirabad Rd., Sialkot. WTD 7/23/63.

Rubber valve bladders; rubber belting different widths in rolls. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

307 Plastics Products

● **BURMA**—Plastic table squares ($42,000), printed plastic sheeting ($42,000), transparent plastic sheeting ($10,500), laminated plastic sheeting ($21,000), synthetic plastic powder glue ($2,100), translucent plain plastic sheeting ($10,500). Tender No. 22 PA-8/63, bid deadline October 15. Chairman Civil Stores Committee No. (2) 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-3529).

GERMANY—Plastic articles used in commercial fisheries, such as plastic net floats; requests replies from manufacturers only. Direct purchase and exclusive agency. Sophus Dramer, (importer), Loogestieg 10, Hamburg 20.

JORDAN — Plastic-coated wall coverings. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

314 Footwear

NIGERIA—Shoes. Direct purchase and agency. Akano Bros. & Sons, (retailer), 23, Asa Rd., Aba. WTD 7/16/63.

317 Handbags, Personal Leather Goods

NORWAY—Ladies' handbags. A/S Norske Produkter, (importing wholesaler), 6 Fr. Nansensplass, Oslo. WTD 7/30/63.

322 Glass, Glassware

JORDAN—Decorative wall and window glass. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

PAKISTAN—Vials; ampoules: glass ampoules vials constructed neck and straight neck for automatic machine, half automatic machine for filling distilled water. Size: 1-2-3-5-10-20, 25 cc. Direct purchase and agency Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

325 Structural Clay Products

JORDAN—Ceramic tile. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

326 Pottery

CANADA—Ceramic magnets, novelty sizes. Visual Planning Associates, (importer, exporter, manufacturer), 6656 Decarie Blvd., Montreal 26, Quebec. WTD 5/14/63.

■ **THAILAND**—Wireholders, 50,000, all porcelain, 2¼" hot-dip galvanized steel woodscrew No. 22, dia. of wire hole ⅞". Loan No. 19. Worldwide (899). Bid deadline September 17. Invitation No. PDC-MEA-168. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable, METELEC, Bangkok. Copies of invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2940 Tracy Pl., NW., Washington, D.C. SBC-333.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PAKISTAN—Emery powder, grain: emery flour, 90-120 grain. Eagle Range Surgical Co., (manufacturer), Karimpura St., Sialkot. WTD 8/6/63.

Grinding wheels 16" dia. x 1", 1½" width, 46 and 60 grit; emery flour, 90 and 120 grain. M.F. Elahi and Co., Ltd., (manufacturer), Wazirabad Rd., Sialkot. WTD 7/23/63.

Abrasives. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Emery powder, paper, tape grain 90 and 120; for polishing stainless steel, chrome plating, nickel plating, electroplating chemicals, salts. Hope and Heal, (manufacturer), Cantonment Rd., Sialkot. WTD 7/31/63.

Sellimanite fire bricks; over cone 35, above 1770° c. The Chemical Glass Industries, (manufacturer), Ghakkar Mandi, District Gujranwala. WTD 7/24/63.

Emery flour 90 and 120 grains, and tapes. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

■ **TUNISIA**—Transite asbestos cement pressure pipe and fittings, 114,500 ft. Loan No. 664-H-012. U.S. source. Bid deadline October 15. Republic of Tunisia, Secretary of State for Agriculture, Technical Division, Tunis, Attn: Mr. Ben Osman. Detailed specifications may be obtained from the Economic Division, Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C. Copies also available from the Tunisian Trade Office, 543 Madison Ave., New York, N.Y. SBC-333.

331 Steel Mill Products

■ **CONGO REPUBLIC** — U.S.S. national standard buttweld steel pipe, plain black and galvanized, various sizes, quantities. Quota No. 1293/01/AID-1/01642—Quota S3. PA#660-000-355-3201. U.S. source. Quotations desired by September 6. Congo-Tubes, P.O.B. 703, Limete, Leopoldville.★ SBC-329.

ENGLAND—Hot finished welded steel tubes: 1,000 lengths per mon., of, 16' 0" length, by 6⅝ od. x 7 gauge; 1,000 lengths per mon. of, 20' 10" length, x 3½" od. x 6 gauge; all prices cif Liverpool or London docks; all materials to be to b.s.s. 1775, section 2, grade 13. Cohen Bros., (Electrical), Ltd., (maufacturer, importer), 11 King Edward Bldgs., Bury Old Rd., Manchester 8, Lancashire. WTD 10/17/62.

■ **GREECE**—Hot dipped tinplate, all grades, 1,000,000 lb.; original mill electronic tinplate cobbles and/or waste waste, 3,000,000 lb. required copy of inland rail/barge bill of lading and mill shipping tickets, size 10" x 10" and larger; wire rods, all grades, up to 0.25% max. carbon content, 5/32" x 9/16"; reinforcing bars, round, 5/16" to ⅞", preferably in metric dia. 8, 10, 12, 14, 16, 18, 20mm. & over, in coils of about 50 to 300 k. or bars of various lengths. Cif Piraeus. Quotations by September 9. Prometal, S.A., 28 Athinon St., Piraeus. All offers should be airmailed to the purchasing central office: Amariglio Bros., 12 Papastratous St., P.O. box 39, Piraeus. Cable: AMSTEEL, Piraeus. SBC-336.

■ Merchant bars, 1 million kilos. Offers to specify sections, size and thickness and prices for each bar. Cif Piraeus. Prometal, S.A., 28 Athinon St., Piraeus.

■ Hot rolled medium and heavy plates, 200,000 k., offers to specify size, thickness, grade and price for each item. The Steel Sheets Central Warehouses, S.A., Depot Central de Toles, S.A., 12 Papastratou St., Piraeus.

■ Chequer and lentil plates, 200,000 k., offers to specify size, thickness, grade and price for each item. Hot rolled medium and heavy plates, 100,000 k., offers to specify size, thickness, grade and price for each item; Checquer and lentil plates, 100,000 k.; Sidma, S.A., Steel Trading Co. of Macedonia, 1-3 Frangon St., Salonica. Cif.

All the above are for loan No. 240-H-028. U.S. source. Quotations desired by September 14. All offers should be airmailed directly to the purchasing Central Office, Amariglio Bros., 12 Papastratou St., P.O. box 39, Piraeus. SBC-336.

■ Wire rods, all grades, up to 0.25% max. carbon content, 5/32" x 9/16"; reinforcing round bars, 5/16" up to ⅞", preferably in metric dia. 8, 10, 12, 14, 16, 18, 20 mm. and over, in coils of about 75 to 200 k. or bars of various lengths, about 1 million k. Cold rolled and/or reduced and/or hot rolled steel sheets, 500,000 k., corrugated, plain and cuttings, various sizes, thickness 4-5 mm. max. and thinner, all grades. Offers to specify size, thickness, grade, price for each. Sidma, S.A., Steel Trading Co. of Macedonia, 1-3 Fragon St., Salonica. Quotation deadline September 9. Loan No. 240-H-028. U.S. source. All offers should be airmailed directly to the purchasing central office: Amariglio Bros., 12 Papastratou St., P.O. box 39, Piraeus. Cable: AMSTEEL, Piraeus. SBC-336.

■ **INDIA**—Hot finished seamless or electric resistance welded boiler tubes, 3¼" o.d., 8 swg, cut to certain sizes; hot finished seamless or cold steel or electrically welded pipes for high pressure steam to withstand pressure of 25 kg/cm², 265 m., various sizes; instruments and valves, long list, various descriptions, quantities; electrical instruments, long list of items. Ref. No. 65(147)/63-AID(1). IL No. A.587/61/AU-DW/CCI/HQ/RM/MACH. L-II(E). Loan No. 217. U.S. source. Quotation deadline September 10. The K.C.P., Ltd., 38 Mount Rd., Madras 6. Cable, KECEPE, Madras.★ SBC-335.

■ M.S. flats, angles, blooms, plates, for bridge girders, 89.50 mt.; materials required for transmission line towers, including m.s. angles and black sheets, to b.s.s. 15, 295 mt.; g.i. bundling wire, soft quality, 12 swg, 17.00 mt. Various sizes. Import license No. DL/55/26/-04101/107. Loan No. 386-H-082. Quotations desired by September 14. Alcock, Ashdown & Co., Ltd., 16 Bank St., Bombay 1, br. Cable: MORRISONS, Bombay.★ SBC-336.

■ Black bars and billets, large quantities, various sizes, forging quality, Loans No. 217 and 386-H-082. U.S. source. Bid deadline September 10. IL Nos. DL/55/569/02 2 01/0321, DL/55/569/03 1 01/0059. Shardlow India, Ltd., Hazur Gardens, Madavaram High Rd., Madras 11. Cable, STAMPINGS, Madras.★ SBC-335.

■ Cold rolled panelling quality m.s. black plain sheets, corresponding to standard specification EN.2, ordinary. 8' x 4', 10,12,14 swg,

120 mt. To be used in fabricating switchboards and components of switchgear. Quotations furnished on "cost, insurance, freight". Port of Madras basis. Import license No. 386-H-082. U.S. source. Quotations desired by September 10. The Mysore Electrical Industries, Ltd., P.B. 561, Oakalipuram, New Mysore Rd., Bangalore, 21. Cable: EMEAI, Bangalore. SBC-336.

■ Steel for the manufacture of inlet and exhaust valves for internal combustion engines, by electric upsetting and forging method; hot rolled, annealed, rolled straight bars, in lengths of 11 to 12 ft., black, to certain chemical analysis of British standard 970., various dia., total 41 tons. Import license No. 386-H-082. U.S. source. Quotations desired by September 13. Engine Valves, Ltd., 354 M.K.N. Rd., P.B. 1305, Madras 16. Cable: VALVES, Madras.★ SBC-336.

■ Stainless steel sheets, 5 mt., finish 2D on both sides, aisi 316 or equal, 7usg, in coils 4' wide, 2 ft. each, annealed and pickled. Loan No. 386-H-082. U.S. source. Quotation deadline September 9. Import license No. DL/55/81/03301/0128. Cif. Larsen & Toubro, Ltd., I.C. House, Dougall Rd., P.O. box 278, Ballard Estate, Bombay 1.

■ Spindle steel, 7/16" dia., cold drawn, centreless ground, annealed, 15 mt. Loan No. 217. U.S. source. Bid deadline September 8. Import license No. BL/55-169/032101/82. Cif. Textile Machinery Corp., Ltd., Ilaco House, 1 & 3 Brabourne Rd., Calcutta. Cable, TEXMACO. SBC-333.

■ Galvanized round steel wire, 1.4 mm. dia., for cable armouring, to astm A 411-59, zinc coating 0.50 oz./sq. ft. min. Fas U.S. port/cif Bombay. Loan No. 386-H-082. U.S. source. Bid deadline September 10. Cable Corp. of India, Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1 (BR), through Purchasing Agents, Art Leather, Pvt., Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1 (BR). Cable, CABLEART, Bombay. SBC-330.

ITALY—Relay rails. Mella, (importer), via Leonardo da Vinci 64, Brescia.

NIGERIA—Galvanized water pipes, steel reinforcing bars, other building and construction supplies; requests replies from manufacturers only. Direct purchase and agency. J. E. Nweke & Sons, Ltd., (importer), 35 Hospital Rd., P.O. box 475, Port Harcourt. WTD 7/2/63.

■ **PAKISTAN**—Galvanized plain flat sheets, to astm A-93, size 8' x 3", 16,18,20,22,24,26, 28,30 bwg; mild steel plates to astm-A283, grade A and/or astm A-7, size 8' x 4', 1/8", 3/16", 1/4", 1/2", 5/8" and 1"; electrolytic tin plates, commercial quality to astm A93-58T, 20" x 30" x 28 and 30 bwg; mild steel joists, standard beams, in usual mill lengths, to astm A-7, size 8' x 4" and 10' x 5'. C&f Karachi. $14,490. Import license No. 348066. Loan No. 391-H-066. U.S. source. Quotations desired by September 8. Shafi Saleh & Co., 120/8 Serai Rd., Karachi. Cable quotations acceptable. SBC-336.

■ M.S. billets, standard quality prime, 2" x 2", 18' or above, heat marks die stamped, to sae 1010, 1015 or 1020, accompanied by works test certificate. $110,040. IL No. 235689. Purchaser's No. K-23175. National Steel Rolling Mills, 30, The Mall, P.B. 87, Lahore, W.

■ M.S. billets, 2" x 2", 2½" x 2½", 3" x 3", 18' or above, with heat marks die stamped, accompanied by works test certificate. $46,620. C&f Karachi. IL No. 220644. Sh. Chiragh Din Gulzar Mohd., Badami Bagh, Lahore.

■ M.S. sheets, cold rolled, close annealed, pickled and oiled, 8' x 3', BG 14-24; m.s. wire, 6-12 swg; steel spring wire, 12 swg. $5,250. IL No. 205791. Ikhlaq Cycle Co., (Regd) Nila Gumbad, Lahore.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 8. SBC-335.

■ C.I. sheets, gauge 24 or 26, 3' x 6'-10', 10 corrugations ¾" deep, to astm-A361-58T, zinc coating 2 oz./sq. ft. super, both sides; m.s. plates, 8' x 4' x 3/16", ¼", ⅛", to astm-A283-58; g.i. pipe, dia. ½", ¾"; window sections. Rs. 93,000. C&f Chittagong. IL No. 146015. General Iron and Steel Co., (DA), Ltd., 84 Sadarghat Rd., Chittagong. Cable, GENISCO, Dacca.

■ Galvanized corrugated iron sheets, 100 tons, prime quality, 1.25 oz. zinc coating, 32" width after corrugation, 3' x 6'-10', bg 24-26; galvanized plain iron sheets, 50 tons, 1.25 oz. zinc coating, 16-34 gauge; gd. iron pipes, 50,000 ft., ½"-6" dia., 20' lengths; all in bundles of about 2 cwt. m.s. plates, 25 tons, ⅛"-½"; m.s. black sheets, 30 tons crca or hrca, 16-31 gauge; m.s. angles, 50 tons, 20' lengths, 1" x 1" x ⅛", 1½" x 1½" x 3/16", 2½" x 2½" x ¼", 2" x 2" x ¼"; 3" x 3" x ¼"; m.s. black pipe, 10,000 ft., lengths 20', 4"-6" dia.; electrolytic tinplate, $10,500, 18" x 24" and larger, 32/34 gauge and lighter. Mirza Aboo & Co., 100 Chatteswari Rd., Chittagong. Cable, MIRZAB, Chittagong.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline September 8. SBC-335.

■ M.S. sheets $5,376, open hearth, hot rolled, commercial quality, 8' x 4' or 8' x 3', 11G and 18G. IL No. 206224. M. Amir Bakhsh Allah Bakhsh & Sons, Lahori Gate/Circular Rd., Gujranwala, W.

■ M.S. billets, $68,250, 2" x 2", 2½" x 2½", 3" x 3", lengths 18 ft. or above, heat mark die stamped, accompanied by works test certificate. C&f Karachi. IL No. 207807. Messrs. R. R. Steel Industries, Noor Rd., Badami Bagh, Lahore. Cable, ROADSPRINGS, Lahore.

■ M.S. billets, $70,980, 2" x 2", 2½" x 2½", 3" x 3", lengths 18 ft. or above, heat mark die stamped, accompanied by works test certificate. IL No. 208003. M/s Fazal Mohd Fiaz Mohd, Steel Re-Rolling Mills, Badami Bagh.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 8. SBC-335.

■ Stainless steel sheets, $3000, aisi, 302 or 304, or 2D finished, gauges 18, 20, 22 and 23; stainless steel sheets, $1200, aisi 430, gauges 14, 16, 18, 20; stainless steel bars, $1310, aisi 410 or 420, ¼", 3/8", ½", 5/8"; stainless steel strips, $1000, hot rolled. annealed, one edge split, single bevel, width 1⅛", thickness 16 SWG at one edge 20 swg at other, or any other size available for manufacturing of knives. C&f Karachi. S/A No. RM 040656. Import Registration No. K16962. Loan No. 7. U.S. source. Quotation deadline September 8. New Imperial Cutlery Co., (Regd), G.T. Rd., Nizamabad, W. SBC-335.

■ Tinplate, prime coke, 1.25 coating, base wgt. 107 lb., 18¾" x 28" x 30G, 77 tons 20" x 20" x 30G, 29 tons; or, electrolytic, 0.75 coating, base wgt. 107 lb., 18¾" x 28" x 30G, 80 tons, 20" x 30" x 30G, 30 tons. IL No. 245709. Adamali Jivajee & Sons, 123 Cutchi Gali No. 2. Off Marriot Rd., Near Denso Hall, Karachi 2. Cable MONPURWALA.

■ Alloy and carbon tool steel suitable for plastic moulding dies; same, resistant to distortion, keen cutting edge, high wear resistant; same, suitable for severe cold forming tools, highly stressed dies, deep and uniform hardening most resistant to impact and pressure; same, to withstand the optimal requirements made on hot work steel; alloy and carbon tool steel section, air or oil hardening 48 to 54 ton/in. sq. tensile strength; various sizes, descriptions, quantities. Chain wire, annealed and cleaned, low carbon, basic open hearth steel aisi grade, C-1020, swg 3,4,5,6,7, Dia. 5/16", 3/8", ½", approx. 25 tons. IL No. 231584. Saifee Development Corp., Ltd., Street No. 1, South Ave., Sind Industrial Trading Estates, Karachi.★

Both the above for loan No. 391-H-066 U.S. source. Bid deadline September 8.

■ Steel sheets, g.p., g.c., crca, hr; m.s. plates; tin plates, prime coke or electrolytic; m.s. joists. $8,400. Various sizes, descriptions. Fas or c&f. IL No. 348178. Loan No. 391-H-066. U.S. source. Quotation deadline September 8. H. Irshad Elahi Fadoo Bldg., Bunder Rd., Karachi 2. Cable, STOCKIRON.★ SBC-334.

■ M.S. nail wire, bright drawn, bwg 8, 10, 12, 14, 16, 17. $12,705. IL No. 219829. Loan No. 391-H-066. U.S. source. Quotation deadline September 8. Cable quotations acceptable. Sardar Industries, Mehboob Rd., Badami Bagh, Lahore. SBC-334.

■ Galvanized iron plain sheets, 8' x 3' x 22-30 gauge, 1.25 oz. zinc coating per sq. ft., to astm-A361-59T; and/or m.s. sheets, prime quality, 8' x 3' x 16-30 gauge. $13,440. IL No. 345987. M. Esmailjee & Sons, McLeod Rd., Karachi, Cable, ALHILAL.

■ Foundry pig iron, machine cast, $7,449. IL No. 251661. Pak Mechanical Engineering Co., Opp. Municipal Central Stores, Lawrence Rd., Karachi. Cable, SPUNCO.

■ Pig iron, foundry grade; g.p. sheets, 8' x 3' 16 to 30 bg, astm A-93/58T; g.c. sheets, 8' x 3', 10' x 3' or 6' x 3', bg 24 and 26, astm A-93/58T; crca sheets, 8' x 3', 18-28 bg, astm A-366; hrca sheets, 8' x 3' or 8' x 4', bg 10-18, astm A-366; electrolytic and prime coke tinplates, 18¾" x 28" and 20" x 30", gauges 30 and 32; m.s. plates, hot rolled, 8' x 4', 10' x 5', 15' x 5', 20' x 5', thickness ⅛" to 1", astm A-7 or A-283-58; r.s. joists, 6" x 3", 7" x 4", 8" x 4", 10" x 5", or 12" x 6", lengths 30-40 ft., astm A-7; g.i. pipes, seamless, dia. 4", 5", 6", astm A-53; black pipes, seamless, ½" to 6", astm A-120. $5,880, any one or two items. IL No. 249965. Osman H. Poonawala, Harchandrai Rd., Near Haji Camp, Karachi.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 12. SBC-332.

■ Special steel sections, lengths 25-40 ft., 7 x 3⅝"/15.3 lb., 8" x 4"/18.4 lb., 10 x 4⅝"/25.4 lb., 12 x 5"/31.8 lb.; plate carbon steel, 8' x 4' or 10' x 5', thickness ⅛" to 1"; stainless steel sheets, non-magnetic, finish 2-B or 2-D, 8' x 3' or 8' x 4', 10-24 gauge; sheets, hr and/or crca, 8' x 3' or 6' x 3', gauge 12-18 crca, 12-30 crca; steel wire, gauge 1-30. American; pig iron, foundry grade, to astm-A43-55T. $7,974, any or all items. IL 336120. Loan No. 391-H-066. Quotation deadline September 11. U.S. source. Muslim Industries Ltd., Opp. Police Lines, Off: Lawrence Rd., Karachi. SBC-332.

■ Galvanized iron plain sheets, 8' x 3' x 24, 26, 28, 30 gauge, 1.25 oz. coating per sq. ft., to astm-A-361-59T; m.s. joists, 6" x 3" and 7" x 4", random lengths, to astm-A7; pig iron, foundry grade; m.s. bars, 8" and 10" dia., random lengths. $50,820. IL No. 243610. S. Eshak & Co., Opp. Saify Nagar, Lawrence Rd., Karachi 1. Cable, KETIMART.

■ Galvanized steel, 8' x 3' x 28 bg and 30 bg, plain sheets, zinc coating 1.25 oz./sq. ft. $11,760. IL No. 348634. Spencer & Sons, Eduljee Dinshaw Rd., Opposite Custom House, Karachi 2. Cable, SPINDLE, Karachi. Quotations should be in U.S. dollars per lt. Shipments to be made in 100% U.S. flag vessels.

■ M.S. plates, 4' x 8', 5' x 10', 4' x 12', thicknesses 1/8", 1/4", 5/8", 1/2", 3/4"; galvanized plain sheets, 8' x 3', 24, 26, 28, 30 gauge; r.s. joists, 5" x 3", 6" x 3 3/8", standard lengths. $5,880. IL No. 231215. Foreign Import Agency, Lalchand Hasomal Rd., Bunder Rd., Ext., Karachi 3.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline September 11. SBC-332.

■ Steel, flat rolled carbon sheets, various sizes, 1200 tons. Bid deadline September 9. Tender No. VA-7/SA/RMO-22860/1/63. Director General of Supply and Development, Frere Rd., Karachi.

■ Various iron and steel mill materials, such as plates, flats, sheets, pig iron, slabs, blooms, billets, wire, rounds, channels, beams, angles. All in large quantities. Tender No. P2/GB4/-DL-7/63. Bid deadline September 10. The Controller of Stores (Purchase), Pakistan Eastern Railway, Pahartali, Chittagong, E.

Both the above for loan No. 7. U.S. source. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-333.

■ Various iron and steel mill materials; such as tubings, carbon steel, round bars, rolled bars, hardening steel, high speed steel, flat wire, cold rolled strip, wire and rods, IL No. 234270; carbon steel, bars, wire, strips, rods, plates, sheets, die steel and pig iron, IL No. 234271; tubings, pipe, carbon steel, bars, shafts, wire, strips, plates, sheets, angles, channels, tees, rails, joists, beams, steel ingots, grating and pig iron, IL No. 234269. All in large quantities. Loan No. 391-H-066. U.S. source. Quotation deadline September 12. The Batala Engineering Co., (Pakistan), Ltd., The Mall, Lahore. Cable, BATENGO, Lahore. Detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-333.

■ Iron and steel mill materials, various, such as black seamless steel tubings, galvanized pipe, carbon steel, steel bars, steel shafts, angles and pig iron. All in large quantities. Loan No. 391-H-066. U.S. source. Quotation deadline September 12. IL No. 235692. The Beco Pump Manufacturing Co., Ltd., 6 Ganga Ram Trust Bldg., The Mall, Lahore. Cable, PUMP, Lahore. Detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-333.

Chromium plated steel pipes; 1/4" dia., steel shafts for rackets. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Stainless steel sheets, flats, bars, rounds; a list giving types, commodity, specifications is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). M.F. Elahi and Co., Ltd., (manufacturer, importing distributor), Wazirabad Rd., Sialkot. WTD 7/23/63.

Stainless steel, sheets, wire, flat, bars, round bars; a list giving details on type, commodity, specifications desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230. Ali Shabbir, Ltd., (manufacturer), Ali Bldgs., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Mild steel sheets; g.p. Sheets: 1.25 per sq. ft. zinc coating on both sides, size 8' x 3', 26, 28, and 30 B gauge. A. D. Butt & Co., (manufacturer), Raja Bazar, Sialkot. WTD 8/5/63.

Stainless steel: plain carbon steel, stainless steel wire; sheets, rounds, bars, flats; a list giving specifications of type steel desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). Hope and Heal, (manufacturer), Cantonment Rd., Sialkot. WTD 7/31/63.

Stainless steel, flats and bars: composition K: stainless flat bars (aisi-420) hot rolled and annealed; carbon 0.20% max.; silicon 0.6%; manganese 1.00%; chrome 12 to 15%; composition H: stainless steel flat bars and round bars (aisi-410) hot rolled and annealed; carbon 0.13 to 0.15% max.; chrome 12 to 14%; nickel 1% max.; plain carbon 0.40 to 0.50% carbon; stainless steel wire 8-10-12-14-16 swg. Rolls Royce Surgical Co., (manufacturer), College Rd., Sialkot. WTD 7/18/63.

Stainless steel wire, flat bars, rounds, sheets. Eagle Range Surgical Co., (manufacturer), Karimpura St., Sialkot. WTD 8/6/63.

● **TURKEY**—H.R. plates, for shipbuilding. Siemens Martin quality, various sizes, thicknesses, quantities, approx. wgt. 6450 mt. Inquiry No. 3001-360, bid deadline September 10. Malzeme Mudurlugu, Denizcilik Bankasi, T.A.O., Bahcekapi, Istanbul. (Materials Purchasing Dept.)★ (Telephone: WO 7-2363).

332 Iron, Steel Foundries

PAKISTAN—Pig iron for use in foundry; m.s. billets: sizes 2"-2 1/2"; m.s. sheets: hot rolled, drawing quality, special kind, size 1250 x 3000 mm., 6.0 mm., 8.0 mm.; high silicon steel sheet: hot rolled carlite insulated (armco-m-27), length in rolls; sizes 7 1/2", 8 1/4", 9 1/16", 12 13/16". Direct purchase and agency. Orion Commercial Corp., (importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GERMANY—Marine cable—German types mk, mko, mkoy, mkhoy; ground cable—German type nyy; electrical wire for residential construction—German types nym, nyruzy; requests replies from manufacturers; exclusive distributorship. Direct purchase and agency. Wilhelm Berding, (importer, wholesaler, sales agent), Schulstrasse 7, Bremerhaven. WTD 2/7/62.

■ **GREECE**—Copper furnace tube plates, and rear plates, various, for locomotives, 11 pcs. each; furnace necks, 4 pcs.; boiler furnace developments, copper, 12 pcs. Reference No. 347. PA No. 240-898-221-2203. Limited worldwide (898). Bid deadline September 9. Hellenic State Railways, Head Office, Purchasing and Stores Dept., Athens. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from the U.S., purchase will be financed by AID, under the PA cited, or with free dollars. SBC-329.

● **INDIA**—Supply and erection of 25 kv ac 50-cycle, single-phase traction overhead equipment on approx. 300 miles of track on section of northern railway; bid deadline November 14. General Manager and Chief Engineer, Railway Electrification 1, Acharyya Jagadish Bose Rd., Calcutta 20. Specifications available from Asst. Chief Cashier, Railway Electrification, 232 Acharyya Jagadish Bose Rd., Calcutta 20, at $21.00 per copy.

● **IRAN**—Copper wire for telecommunication lines consisting of steel core covered with highly adhering electrolytic copper sheath, 3.6 mm. dia., approx. 20 tons. Tender No. L-1, bid deadline September 14. The Ministry of P.T.T., Planning and Development Dept., Bimeh Pars Bldg., Ave. Saadi, Teheran. A copy of specifications in English and a copy of general conditions in Persian language available for reference only in Copper Division, Rm. 4806, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-2162.

● **MOROCCO**—Supply and installation of coaxial telephone cable between Safi and Agadir (approx. 193 miles); bid deadline October 14. Ministre des Postes, des Telegraphes et des Telephones, Rabat. Specifications in French.★ (Telephone: WOrth 7-2162).

PAKISTAN—Enamelled copper wire: 0.79 mm. dia.; 1.05 mm. dia.; 1.10 mm. dia. 1.20 mm. dia., for electrical industry. Direct purchase and agency. Orion Commercial Corp., (importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

■ Aluminum foil sheets, plain and lipton embossed, various; printers ink letterpress; bleached unglazed pure greaseproof paper, various sizes, quantities. Loan No. 391-H-066. U.S. source. Quotation deadline September 8. IL No. 248971. $11,550. Lipton, (Pakistan), Ltd., P.B. 4964, 15 W. Wharf Rd., Karachi. W.★ SBC-334.

336 Nonferrous Foundries

PAKISTAN—Copper: sheets and tubes; brass: unwrought, wires, sheets, tubes; white metal: sheets; tin: sheets. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

■ Brass strips, 65% copper, 35% zinc, 0.2 x 54 mm., 0.23 x 43 mm.: phosphorous bronze wire, 0.5 mm., JIS H 3751 PBW2, sn 5.5-7%, p. 0.3-0.35%, sn plus p plus cn 99.5% min., moisture proof packing, wrapped in oil paper, packed in water-proof boxes. $13,212. Loan No. 391-H-066. U.S. source. Quotation deadline September 9. Import license No. 245355. Pak Pin Industries, Ltd., Oriental Bldg., McLeod Rd., Karachi 2. Cable, PINCLIP. SBC-334.

339 Primary Metal Industries

PAKISTAN—Nickel anodes. Ali Shabbir, Ltd., (manufacturer), Ali Bldgs., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

342 Cutlery, Handtools, General Hardware

● **BURMA**—Supply of razors and blades having an f.o.b. port of shipment value of $28,875. Tender notice No. Toilet/001/63-64, bid deadline September 15. The Chairman, Civil Stores Committee No. 2, No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-5346).

ITALY—Files, twist drills for metal. Direct purchase and agency. Carlo Susani, (dis-

tributor), via Ciro Menotti 25, Milan WTD 4/5/63.

PAKISTAN—Hand tools: steel files, machine screws, taps. Direct purchase and agency. M. F. Elahi and Co., Ltd., (manufacturer, importing distributor), Wazirabad Rd., Sialkot. WTD 7/23/63.

Wood screws; files, tapers; bandsaw blades in rolls, different widths in rolls; brass nails: ½". Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

TURKEY—Plumbers' tools (pipe threaders, vises, pipe cutters, tube benders, wrenches, flaring tools,); requests replies from manufacturers only. Mehmet C. Zuhal, (importer), Zuhal Is Hani, Halit Ziya Bulvari, No. 33, Izmir.

344 Fabricated Structural Metal Products

■ **VIETNAM**—Automatic steam boiler, one set, 350 hp.; 250 kw diesel generators, three sets; refrigerator for chilling water, one set. C&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to the Director General of Commerce, 59 Gia Long, Saigon and one to the Industrial Development Division, USOM, 32 Ngo Thoi Nhiem, Saigon. Bids, in six copies, accompanied by drawings and other detailed specifications; individual prices for each item. Copies of specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-327.

346 Metal Stampings

AUSTRALIA—Stainless steel serving ware. Direct purchase and agency. Mr. R. V. Nathan, Director, R. V. Nathan and Novo Industries, (importing distributor), 321 Pitt St., Sydney.

347 Coating, Engraving Services

PAKISTAN—Electroplating, polishes, salts and compositions for stainless steel. Ali Shabbir, Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

349 Fabricated Metal Products

GERMANY—Valves for filling stations and tank cars; requests replies from manufacturers only. Direct purchase and agency. Otto Markert & Sohn, (importer, wholesaler), Postfach 44, Neumuenster.

■ **GREECE**—Cast iron gate valves, various sizes, 1,000 pcs., Ref. No. 358. Pressure reducing and regulating valves, 12 in., 2 Nos., float valves; float valves, 20 in., 2 Nos., 16", 1 No. Reference No. 357. Societe Anonyme Hellenique des Eaux, Purchasing Dept., Athens. PA#240-700-898-221-2202. Limited worldwide (898). Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID, under the PA cited, or with free dollars. SBC-329.

■ **PAKISTAN**—Stopping fitting, 8", H-17255, curb valve tee, 2", H-17800, service tee, 1", H-17500, Mueller 179; Nos. or alternatives. Loan No. 391-H-066. U.S. source. Quotation deadline September 8. Import license No. 200466. Karachi Gas Co., Ltd., Variawa Bldg., McLeod Rd., Karachi.★ SBC-334.

351 Engines, Turbines

FRANCE—Outboard motors, accessories. Direct purchase and agency. S. A. Max Roujou, (manufacturer, importer), 57 rue Lois-Blanc, Paris X.

ITALY—Gasoline engines 2 to 5 hp. for agricultural and industrial use. Antonelli Ing. Giovanni, (manufacturer), via Pirelli 9, Milan.

PAKISTAN—Briggs Stratton petrol engine from 1 to 10 hp. Direct purchase and agency Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

352 Farm Machinery

■ **BOLIVIA**—Grain augers, portable, nine; rice dryer; grain cleaners, two. PIO/C No. 511-A-15-AS-9-30332. Limited worldwide (901). Bid deadline September 12. Invitation No. MOE-SAI-00010-63. Ministry of National Economy, 1492 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Specifications and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-328.

353 Construction Machinery

AUSTRALIA—Seismic prospecting and oil drilling equipment; mining machinery. Direct purchase and agency. Marine and Industrial Power Co., Pty., Ltd., (importer, retailer, manufacturer, wholesaler), 149-155 Milton St., P.B. 2, P.O., Ashfield, N.S.W. WTD 2/14/63.

● **CHILE**—Cranes, six portable 3-ton and two portable 5-ton; tender No. 26/963, bid deadline October 3. Chilean Port Authority, Supply Dept., Plaza Justicia 45, 8°. piso, Valparaiso. Specifications in Spanish.★ (Telephone: WO 7-5589).

HONG KONG—Second-hand heavy equipment for earth moving, particularly face shovels. Yau Wing Co., Ltd., (contractors), 1806-7 Hang Seng Bank Bldg., Hong Kong. WTD 8/6/63.

■ **INDIA**—Hoist and head frame over erection bay, hoist and head frame for upstream tanks, electric winches, skip and cage with hoist frame 30 tons, mucking buckets, 4 cyd., mucking buckets ½ cyd., form Jumbo and drill Jumbo. Loan No. 190. U.S. source. Bid deadline September 17. Tender No. S/Project/3069-P/3070-P/3067-P(A)/I. Tender fee $2.10 each, not refundable. Ref. No. D/ENQ/738. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cable, DEVSUP, New Delhi. Detailed specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-333.

NORWAY—Snow loaders for clearing of city streets; requests replies from manufacturers only. Direct purchase and agency. Ankerlokken Maskin A/S, (sales agency, manufacturer's agent), 5 Stortorvet, Oslo. WTD 7/26/63.

Crab winches for use in construction work, forestry, small boat slipways; requests replies from manufacturers only. Direct purchase and exclusive agency. Ankerlokken Maskin A/S, (sales agency, manufacturer's agent), 5 Stortorvet, Oslo. WTD 7/26/63.

PAKISTAN—Concrete vibrators, petrol driven 4-stroke engine 2 hp. 3000 rpm. mounted on spherical base plate with carrying yoke directly built on vibrators shaft to dia. 61 mm. length 500 mm. and 45 mm. and length 460 mm., spares, accessories. Direct purchase and agency. Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

● **TAIWAN**—Two single-axle rear dump offhighway haulers, 20 ton capacity, Deutz air cooled engine preferred; include list of recommended spare parts. Tender No. Job. No. 63017A, bid deadline Sept. 16. Taiwan Cement Corp., 113 Chungshan N. Rd., Sec. 2, Taipei.★ (Telephone: WO 7-5566).

■ **TURKEY**—Hoisting ropes wire, used in hoisting of coal, rock, supplies, personnel, 8, 640 and 540 m. each, hoist drum dia., 4.5 m., head sheave dia. 5.0 m., rope dia., 50 m., rope construction, 7x35 plus sts, 6x19 iwrc, aggregate breaking strength: 218 mt. Loan No. 70. Worldwide (899). Reference No. 14-EKD/3344-C. Bid deadline October 1. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara, where detailed specifications may be obtained. SBC-324.

■ **VIETNAM**—Reactor clarifier; gravity filters, two; chemical feeding equipment; raw water pumps, two; high service water pumps, two; wash water pump; propeller type flow meter; water supply system. Limited worldwide (901). Bid deadline September 9. Sari, 147 Trinh Minh, Saigon. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. A copy of each offer is to be sent to the Director General of Commerce, 59 Gia-Long, Saigon.★ SBC-328.

354 Metalworking Machinery

BELGIUM—Multiple purpose electric hand tools. Direct purchase and exclusive agency. Sodemac, SPRL, (agent), 29, Passage International, Brussels. WTD 8/9/63.

FRANCE—Slicing-lathe. Direct purchase and agency. S.A. Max Roujou, (manufacturer, importer), 57 rue Louis-Blanc, Paris X.

GERMANY—Machine tools, light machinery, instruments, equipment used in metalworking industry. Direct purchase and agency. Masing-Kirkhof GmbH., (manufacturer, importer, exporter, wholesaler), Georg Martin Strasse, Dietzenbach-Steinberg, Krs. Offenbach.

■ **INDIA**—Precision turret lathes, 13" x 7', complete with regular equipment, spare parts; instant rev. motor, 1 hp., 3-50-400/440 v. ac.; handlever collet attachments; drum switch-operated line starter control; hardened and ground bedways; coolant pumps and reservoirs. Ref. No. 639341-62-AID(1). IL No. EI/GL/MTC/246/DLF-217/363. Jayems Engineering Co., Warden House, Sir P.M. Rd., Fort, Bombay 1. Loan No. 217. U.S. source. Quotation deadline September 10.★ SBC-335.

■ Nitroalloy rubbing plates for sugar mill head stocks; mechanical lubricating system comprising two radial grease pump units with reduction gear boxes and motors and necessary connections; seamless cold drawn brass tubes, 1¾" od x 16 g, 6' 1⅞" long; thermometers; continuous flow steam traps; Saunders glass lined valve for SO^2; heavy type can knife bearings, split type with housings and pedestals; hydro-pneumatic nitrogen precharged Edward type accumulators with necessary pressure gauges, roll movement indicators, valves, piping, fitting and equalizing valves, two. Loan No. 217. U.S. source. Bid deadline September 10. Import license No. A-598369/61/AU-DW/CCI/HQ/RM. Binny's Engineering Works, Ltd., Meenambakkam, Madras 27. SBC-330.

ITALY — Equipment to manufacture leaf springs for automobiles. Mollificio Bresciano, S.p.a., (manufacturer), via Marconi 12, S. Felice Benaco (Brescia).

Chucks for turret lathes. Direct purchase and agency. Carlo Susani, (distributor), via Ciro Menotti 25, Milan. WTD 4/5/63.

PAKISTAN—Twist drills, circular fiber brushes, wire wheels, felt bobs. Direct purchase and agency. M. F. Elahi and Co., Ltd., (manufacturer) Wazirabad Rd., Sialkot. WTD 7/23/63.

Cutlery manufacturing plant spare parts, tools, accessories; belting for machinery: ½"-4"; machine screws: ¼"-½"; tin for soldering; work shop equipment: twist drills, circular fiber brushes, wire wheels, felt bobs; hacksaw blades; bandsaw blades; steel files and tapers; hand tools: steel files, machine screws, tapes. Ali Shabbir, Ltd., (manufacturer), Ali Bldgs., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

Shearing and cutting machines, lathes, radial machines, universal milling machines. Direct purchase and agency. Orion Commercial Corp., (importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

355 Special Industry Machinery

AUSTRALIA—Automatic machine to fold, card, wrap bias binding for the dry good retail trade. Mr. M. Frost, Walter Frost, Pty., Ltd., (wholesaler, manufacturer, importer), 277 Clarence St., Sydney.

Machinery for bagging potatoes and onions in 5-10-100 lb. quantity. Wholesale Pre-pack Co., (merchant), 1016 Albany Hwy., East Victoria Park., Western Australia.

BELGIUM—Automatic packaging machinery for foodstuff, textiles, other products. Direct purchase and exclusive agency for Benelux; requests replies from manufacturers. Etablissements Jagol, SPRL, (sales division), 135, Ave. Wellington, Brussels 18. WTD 8/9/63.

ECUADOR—Machinery, equipment for vinyl tile plant; list describing types and quantity of material desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674). Requests catalogs or other illustrated literature. Arteta-Torre-Montano-Representaciones Internacionales, (manufacturer), P.O. box 3055, Quito.

Used machinery, equipment for the production of acoustic ceiling tiles, utilizing fiber, plaster materials; used or rebuilt equipment. Guayaquil Enterprises Co., (manufacturer), P.O. box 1227, Guayaquil.

New or good-condition used pasteurizing machinery, small capacity units 320 l. or approx. 336 qt. per 24 hr.; requests replies in Spanish. Arturo Flores Z., (agriculturist), Calle Juan Leon Mera, Quito.

ENGLAND—Machinery for lining loose-leaf rigid binders, including front and back lining and inner spine lining; variable sizes of binders from 7" x 4" leaf size to 13" x 8" leaf size. John Walker and Co., Ltd., (manufacturer, exporter), 12 Hanover Sq., London, W.1. WTD 6/19/63.

FRANCE—Food-packing machinery (canneries); requests replies in French. Pecheurs de France, (canners), Le Moros, Concarneau (Finistere).

Food-packing machinery (fish canning); requests replies in French. Conserveries Eugene Jacq & Fils, (canners), Douarnenez (Finistere).

Food-packing machinery (meat packing); requests replies in French. Societe de Conserves le Dolo, (packer), 2 rue de l'Oratoire, Paris 1er.

Food-packing machinery (sausage); peeling machine for artificial casing; request replies in French. Ets. Francis Martin, (packer), Landerneau (Nord-Finistere).

Food-packing machinery (canning industry); requests replies in French. Etablissements Pien & Classon, (canner), Beuvillers, pres de Lisieux (Calvados).

GERMANY—Machinery, equipment for use in the chemical, plastic, concentrated feed flour mill and food industries, such as: industrial scales of all types; conveying equipment; silos of all kinds; dressing, crushing, screening and mixing machines; drying machines of all types; packaging machines; machinery and apparatus for cooling, crystallizing, evaporating, drying, distilling, mixing, washing; dust collecting machinery, equipment. Industrie-Technik Erich A. Hindermann, (manufacturer's agent), 6 Hoelderlinstrasse, 4 Duesseldorf-Stockum. WTD 9/26/62.

GREECE—Complete spinning plants as follows: complete worsted spinning plant for wool and synthetic fibre yarns, to absorb the production of 5,000 spindles on counts 36s to 40s; complete worsted spinning plant for wool and synthetic fibre yarns, to absorb the production of 3,000 spindles on counts 30s; complete cotton spinning plant, 20,000 spindle capacity, max. count 70s; all plants to be equipped with preparator machines, spinning machines, twisting machines, auxiliary machines; requests specifications, descriptions. Mytiotis Bros., (sales agent), 1 Streit St., Athens.

■ Machine to form, insert stick, wrap by sealing and cut in desired amounts the films for lollipops; wrap and seal sandwiches. $15,000. Quotations desired by September 9. Zita Zafiridis Bros., 32a L. Veikou St., Neon Faliron, Paraeus. Cable quotations acceptable. SBC-336.

■ FMC model 6L pear preparation machine with 3-station cup feed, complete with ½ hp. peeler motor, both for 220 volt, 50 cycle, 3-phase current; set of recommended spare parts, tools, gauges, wgt. 1900 lb., c.i.f. port Salonika. Quotation date September 16. Vermion—Naoussa, Canned Friuts and Juices Factory, Naoussa. Loan No. 240-H-028. U.S. source. SBC-336.

■ **INDIA**—Injection moulding machine, 3 oz., with all accessories. Ref. No. 63(280)/63-AID(1). IL No. AU/GL/MTC/96/DLF 217/962. M/s. Pioneer Plastic Works P., Ltd., 9 Ezra St., Calcutta. Cable: PLASTIPLY.

■ Automatic file cutting machine; capacity, flat work 6"-10", half round sides 10"-18", rounds 12"-18", three sq. 8"-12", sq. 10"-16"; cuts per min. 2000; cuts per in. 13-48; main drive motor 3 hp., 1500 rpm; camshaft speed 666 rpm; compressor motor ½ hp., 1500 rpm; compressor displacement 2.6 cu. ft./min., working pressure 85 p.s.i. Ref. No. 63(285)/63-AID(1). IL No. AU/GL/MTC/99/DLF-217/962. M/s. Bhogilal Menghraj & Co., P., Ltd., Shree Ram Mills Premise, Fergusson Rd., Bombay 13.

Both the above for loan No. 217. U.S. source. Quotation deadline September 10. SBC-335.

■ Tapping machine, mild steel, with all necessary electrical controls, accessories, spares. Ref. No. 4(93)/63-AIDOII. IL No. 989187/DLF-157-61. Mukand Iron & Steel Works, Ltd., Bombay Agra Rd., Kurla, Bombay 70.

■ Overprinting machine for printing on labels, packages and product marking, max. imprint area 9" x 3", electrically operated, bench mounted, complete with interchangeable work holding fixtures to allow changeover from one size or shape to another, with spares; laboratory equipment, various; mixing and blending machines, electrically operated, complete with automatic vibrating feeders for use in preparing abrasive wheel mixtures, 50 cycles ac, 240 v. single-phase or 440 v. 3-phase; precision instruments, various. Ref. No. 978714/DLF/157/62. M/s. Grindwell Abrasives, Ltd., P.O. box 78, Bombay 1.

Both the above for loan No. 157. U.S. source. Quotation deadline September 10.★ SBC-335.

INDONESIA—Machinery, processes, or "know-how" to improve technique of making shellac or white lac out of sticklac and seedlac. Perusahaan Lak Perhutani, (manufacturer), Probolinggo, East Java.

● **IRAQ**—Printing machinery, line casting, guillotine machines. Tender No. Misc/7/1963, bid deadline September 18. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-5589).

■ **ISRAEL**—Worm type finisher, model 75B Food Machinery Corp., or equal, complete with spare parts. Loan No. 28. U.S. source. Bid deadline October 5. S/A No. 3270451. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Attn: Mr. M. Hans. Tender should be prepared on basis fas U.S. port of exit. Delivery desired by December. Tenders should refer to sub-authorization number. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise their own forms for submitting tenders in duplicate to the buyer. SBC-333.

PAKISTAN—Dairy machinery; woodworking machines, parts, accessories. Direct purchase and agency. Orion Commercial Corp. (importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

Various types of machines for ethical laboratories; available current: 200/220, 400/440 volts, 3-phase a.c., 50 cycle. A list giving type machine desired is available on a loan basis from Trade Opportunities Section, BDSA-111-Rm. 4317 (Telephone: WO 7-4674). Department of Commerce, Washington, D.C., 20230. Ethical Laboratories, Ltd., (manufacturer), 26 The Mall, Lahore. WTD 12/21/62.

Machinery to modernize existing plant; machinery to manufacture frosted and plain glass, table glassware, bottles. The Chemical Glass Industries, (manufacturer), Ghakkar Mandi, District Gujranwala. WTD 7/24/63.

Accessories and parts for textile machines: bobbins of all types, picker picking band in butt length, both hairy and plain, ring travellers zero type and plain, thread guides of all types, picking sticks, weft grates, wire heald and cotton healds, shuttles 13½" and 14½" both left and right, of size 1½", 1¾", 1⅞", 2", 2¼", card clothing sets, steel spring rings, special rustless steel reeds of all counts, burnishing fillets, inner tube springs, all accessories for English, Japanese, German power looms. Direct purchase and agency. Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore WTD 7/29/63.

Automatic machinery for manufacturing shoes; available current 400/440 volts, a.c., 50 cycle. Direct purchase and agency. H. Sh. Mohammad Hussain & Co. Ltd., (tanners of leather), Jamil Bldg., Sultanpura Rd., Hide Market (P.O. box 443), Lahore. WTD 7/30/63.

● **TUNISIA**—Factory to manufacture electric bulbs (incandescent lamps), capacity 1.5 million units per yr., includes training of personnel. Bid deadline September 30. Tender documents in French. Correspondence in English or French. Societe Nationale d'Electricte, de Radio et Television "El Athir" 63, (government agency, manufacturer), rue Pierre de Coubertin (ex rue de Strasbourg), Tunis.★ (Telephone: WO 7-5589).

356 General Industrial Machinery

CHILE—Complete line of equipment for the repair of vessels; requests replies in Spanish. Astilleros y Maestranzas de la Armada, (Chilean navy dockyard), 343 Varas, Casilla 150-V, Valparaiso. WTD 11/2/62.

■ **GREECE**—Filters, feeder pumps, water softeners. $50.000. Quotation deadline September 14. P.S. Tegopoulos & Co., 79 Iera Odos, Athens. Loan No. 240-H-028. U.S. source. SBC-336.

HONG KONG—Water treatment plant; particularly chlorination. American Engineering Corp., Fed., Inc., U.S.A., (agent), 310-312 Edinburgh House, Queen's Rd. C., Hong Kong. WTD 3/22/62.

● **INDIA**—Argon gas purification unit, one, for recirculating purified argon through glove boxes; tender No. AEE/P/CAP/5711, bid deadline September 12. Atomic Energy Establishment Trombay, (Purchase Division), Government of India, Mohatta Bldg., Paltom Rd., Bombay 1.★ (Telephone: WO 7-5589).

■ Power piping and associated equipment required for the Talchar Thermal Power Station. Loan No. 190. U.S. source. Bid deadline October 4. Tender No. Project/3150-P/Talchar/Power/Piping/V. Tender fee $23.10 each, not refundable. Reference No. D/ENQ/746. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cable, DEVSUP, New Delhi, Detailed specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-333.

PAKISTAN—Pumping sets piston type and centrifugal size 1 x 1", ¾ x ¾" section and delivery directly coupled with single phase electric motors of ¼, ½, ¾ and 1 hp.; 220/250 volts a.c. 50 cycles capable of delivering 200 gal. of clean water at a total head ranging from 90' to 150' with suction lift from 25' to 50'; automatic pumping sets with tanks, floats, switch and starter of the above specifications. Direct purchase and agency. Khokhar and Co. Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

Air compressors a.c. single-phase 220/250 volts, 50 cycles with ½, ¾, 1, 1½ hp.; single phase electric motor with tank 20 gal. to 40 gal.; specification 2.7, 3.98, 6.25, 8.2; 10 to 40 cfm with pressure 100 psi to 200 psi. Direct purchase and agency. Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

■ **TURKEY**—Various rollway roller bearings, Torrington No. B-812, total quantity, 1,850. Import license No. 1780. PA No. 277-700-901-256-3240. Limited worldwide (901). Quotations desired by September 16. Kamer Ilya Adut Taksim Tarlabasi, Cad. 12, Istanbul.★ SBC-329.

357 Office, Computing, Accounting Machines

■ **VIETNAM**—Duplicators, mimeograph, model 433 f, 10; ink pads for same, 20 pkg., calculators, rotary, manual, small model, 10; globes, physical-political, relief like, with merging colors, machine-made, gyromatic, 16 in. 12; globes, slate, table stand, 16 in. 12. PIO/C No. 430-AC-69-AB-9-30385. Invitation No. 0945-25073. Limited worldwide (901). Bid deadline September 13. Central Purchasing Authority, P.O. box H-5, Saigon. Cable. MAIDICH, Saigon. Specifications may be obtained from the Embassy of Vietnam, Mrs. Quang, 2251 R St., NW., Washington, D.C. SBC-326.

358 Service Industry Machines

FRANCE — Freezing equipment. A.D.A., (manufacturer, exporter), 3 rue Royale, Paris 8.

■ **GREECE**—Vacuum sweepers two, for cleaning of runways, taxiways, aprons, ramps and parking areas and any other paved areas of turbojet commercial airport. Reference No. 340. PA No. 240-898-128-1203. Limited worldwide (898). Bid deadline September 12. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B State Purchases, Section D', Office I, Athens. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-329.

■ Cooling units, automatic controls for refrigerating plants, wgt. 285 to 95 lb. approx. each. Sizes from approx 31" x 24" x 15" tp 67" x 30" x 15" each. 30 to 40 units. Quotations desired by September 9. Hellenic Electrotechnical, M.C. Veremis, 38 Bouboulinas St., Athens. Cable: ELECTROCAL, Athens. SBC-336.

■ Coomnia compressors, four, about 85, 50, 35 and 7 t.r. capacity; condensers, two; ammonia receiver; oil separators; gas purger; coil type accumulators, two; float control valves, two; ceiling type air cooling units, six; batteries, 320 ft. of galvanized finned 2" pipe, nine; thermostatic expansion valves, 16; solenoid valves with strainer and bypass, three; room thermostats, 13; high and low pressure cutouts, 4; ⅝" solenoid valves, two; check valves, four; lot of required valves and flanges for ammonia pipe connections. Quotations desired by September 12. Cacouris Bros., & Vourloumis Bros. Ice & Cold Storage Co., Pyrgos. Loan No. 240-H-028. U.S. source. SBC-336.

ITALY—Portable room air conditioner. Direct purchase and agency. Wonder Neovolta, (manufacturer, importer), via dei Crollalanza 5, Milan.

JORDAN—Refrigerant-Freon; air conditioners. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

NORWAY—Coin-operated dry cleaning machines; requests replies from manufacturers only. Direct purchase and agency. A/S Utstyr, (importing distributor, wholesaler), Askim. WTD 7/30/63.

Electronic ovens for ship galleys and catering trade. Direct purchase and agency. Hakon Lunde A/S, (importing wholesaler, manufacturers' agent), 24 Storgaten, Oslo. WTD 7/16/63.

PAKISTAN—Domestic refrigerators and deep freeze units of different sizes; air conditioners, window type 1, 1½, 3 tons and over. Direct purchase and agency. Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

360 Electrical Machinery, Equipment, Supplies

GERMANY—Electronic measuring instruments for radio, television sets, record players, tape recorders, as well as electronic accessories and construction elements for building into such appliances, including ultra-shortwave transmitter-receivers (walkie-talkies); requests replies from manufacturers only; exclusive distributorship. Direct purchase and agency. Schumacher & Volke, (wholesaler, sales agent), Breitenweg 55, Bremen.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Test machine for electrical repair shop. Mr. J.E. Dyne, (electrical repair), MacDonnell Rd., Redcliffe, Queensland. WTD 8/8/63.

● **COLOMBIA**—Supply of 170 indoor type, 300 outdoor type, low-voltage, three-phase automatic air circuit breakers. Bid deadline September 20. Specifications may be obtained from Empresa de Energia Electrica de Bogota (Bogota Electric Power Co.), Cable 13, No. 37-35, Oficina 201, Bogota, D.E. upon payment of $10.00 per set. A copy of the specifications is available for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230.) (Telephone: WO 7-4242).

● **EL SALVADOR**—Supply of one 20,000 kva transformer, 13,200-120,000 volts; one 20,000 kva autotransformer, 110,000-72,000-46,000 volts; and one 750 kva voltage regulator-46,000 volts. Tender No. 172, bid deadline October 2. Lempa Hydroelectric Commission (Comision Ejecutiva Hidroelectrica del Rio Lempa—CEL), San Salvador. Specifications in Spanish.★ (Telephone: WO 7-4242).

PAKISTAN—Oil circuit breakers; 400/440 volts, 50 cycle, a.c. Direct purchase and agency. Orion Commercial Corp., importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

362 Electrical Industrial Apparatus

GERMANY—Armatures for filling stations, tank cars; requests replies from manufacturers only. Direct purchase and agency. Otto Markert & Sohn, (importer, wholesaler), Postfach 44, Neumuenster.

■ **GREECE**—Diesel engine generating sets, two pcs., of 2000 kw. approx., and auxiliaries. Reference No. 353. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline September 12. Public Power Corp. 30 Chalkokondyl St., Athens 102. Cable: DEH, Athens. Copies of specjfications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited or with free dollars. SBC-337.

■ Sub-station 600 kva and 630 kva, approx. Includes procurement of required material and installation work. Reference No. 351. PA#240-700-898-221-2202. Limited worldwide (898). Quotation deadline October 17. Kingdom of Greece, O.L.P., Technical Service, Equipment Management, Mechanical Engineering Section, Athens. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-337.

■ **INDIA**—Condensing equipment complete with accessories, five sets; vertical mixed condenser circulating water pumps and drives, 10; complete traveling water screens and accessories, 10; single or multi-stage vertical turbine type raw water pumps complete with drives and accessories, three; mechanical cleaning rake complete with rake car, drive, and all accessories; condensate transfer pumps, four, and drive complete with accessories. Loan No. 386-H-007. U.S. source. Bid deadline October 19. Tender No. Project/Satpura/Group-D/V/3136-P. Tender fee $52.50 each, not refundable. Reference No. D/ENQ/740. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cable, DEVSUP, New Delhi. Detailed specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-333.

■ Switch yard and sub-station equipment comprising structures, fence, suspension insulator strings, cap and pin insulators, bus conductors and accessories, lighting arrestors, circuit breakers, instrument transformers, isolators, d.c. battery and charging equipment, control cable and accessories, indoor control panels, relays and earthings. Loan No. 190. U.S. source. Bid deadline September 19. Tender No. Project / 3133-P / Talchar / VA. Tender fee $23.10 each, not refundable. Reference No. D/ENQ/733. The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Cable, DEVSUP, New Delhi. Detailed specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-333.

● **IRAN**—Supply one diesel generator, 150 kw, 600 rpm, 231-400 v, 50 cycle, bid deadline September 18. To be purchased by the Industrial Corp. of Iran, Villa—Khoshbin Ave., Tehran. One set of specifications in French and one copy of general conditions in Persian.★ (Telephone: WO 7-4242).

JORDAN—Closed unit motor for small capacity refrigerator ⅛ to 1 hp. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

PAKISTAN—Electric motor from 1 to 40 hp., squirrel cage 1400, 900 and 2800 rpm, 3-phase a.c. 400/440 volts 50 cycle, horizontal as well as vertical shafts; diameter temp.: rise up to 40° and 65°; electric motors slippering from 25 to 200 hp., 1400, 900 and 2800 rpm, 3-phase a.c. 400/440 volts, 50 cycles; electric motor 1400 rpm., single phase 220/250 volts a.c., 50 cycles; push button and star dalta starters; oil immersed starter, three-phase switches; electric welding set complete fitted with motor from 100 to 500 amp., with switch and starter amp., meter volt amp., holders, head shield stationary and trolley fitted type; electrodes for use in welding. Direct purchase and agency. Khokhar and Co., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

363 Household Appliances

JORDAN—Washing machines. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

364 Electric Lighting, Wiring Equipment

GERMANY—Fluorescent tubes, incandescent bulbs; exclusive distributorship. Direct purchase and agency. Wilhelm Berding, (importer, wholesaler, sales agent), Schulstrasse 7, Bremerhaven. WTD 2/7/62.

365 Radio, Television Receiving Sets

● **BURMA**—Phonograph records, hit tunes, (all speeds) valued at $4,200 U.S.; gramophones, hand winding, also valued at $4,200 U.S. Tender No. 20 PA-8/63 (Musical Instruments), bid deadline September 30. Chairman, Civil Stores Committee (No. 2), 77/91 Sule Pagoda Rd., Rangoon, accompanied by catalogs.★ (Telephone: WO 7-4036).

366 Communication Equipment

GERMANY—Military electronic equipment including airbourne receivers, transmitters; shipboard radar installations; requests replies from manufacturers only; wishes complete articles. Direct purchase and agency. T.I.G. Technische Industrieprodukte GmbH., (importer, wholesaler, sales agent), 66-70 Herderstrasse 5 Koelm-Lindenthal 2. WTD 11/14/62.

369 Electrical Machinery, Equipment Supplies

● **BURMA**—Supply of dry cell batteries for use in transistor radios, hearing aids, having f.o.b. port of shipment value of $42,000. Tender notice No. Pa/6 (45 MEI 63/BATTERY), bid deadline 4 p.m., September 26. The Chairman, Civil Stores Committee No. 2, No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-5346).

● **IRAQ**—Supply of 12,250 lead acid, s.l.i. type storage batteries: 3,350 six-volt; 7,000 12-volt and 1,900 batteries for armoured cars, tanks. Tender No. EME/3/1963, bid deadline September 22. Specifications available from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, upon payment of $1.40 per copy. A copy of specifications is available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—All makes of automobiles; requests replies in German. Autohaus G. Sobotzik, (dealer, sales agent), 351 Mainzer Landstr. 351, Frankfurt/Main.

● **GREECE**—Fire fighting trucks, two, (liquid fuel fires): Tender No. B/546/63. Bid deadline September 23. Ministry of Trade, (Direction "B" State Purchases), 50 Socratous St., Athens.★ (Telephone: WO 7-3294).

■ Spare part for Allis-Chalmers trucks, 536 pcs. Reference No. 356. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline September 19. Ministry of National Defense, Military Service for Construction ond Reconstruction Projects (S.Y.K.E.A.), Athens. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from the U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-337.

HONG KONG—Automotive air conditioning compressors; magnetic clutches; requests replies from manufacturers only. Shintaluk I. & E. Co., (importer, exporter, manufacturer, selling agent), Printing House, P.O. box 2400. Hong Kong. WTD 5/15/63.

■ **INDIA**—Hydraulic jacks, 25 to 30, stationary, for lifting trucks, 12 or 12½ ton capacity. Loan No. 217. U.S. source. Bid deadline September 10. IL No. E-129499/62/EI/M/L.IV. India Motor Parts & Accessories, Ltd., P.B. 2422, 1/155 Mount Rd., Madras 2. Cable, INDIAMOTOR, Madras. SBC-330.

■ Electric horn relays, 12-volt and 6-volt; cold drawn seamless steel hydraulic tubes, various sizes, for use in hydraulic jacks. IL No. A-5890003/61. Acme Batteries, Pvt., Ltd., G.T. Rd., Delhi, Shahdara.

■ Grease guns and spares, various part numbers, quantities. IL No. E-129479. India Motor Parts & Accessories, Ltd., P.B. 2422, 1/155 Mount Rd., Madras 2. Cable, INDIAMOTOR, Madras.★

Both the above for loan No. 217, U.S. source, bid deadline September 10. SBC-330.

● **IRAQ**—Engine electrical equipment such as: sparkplugs, cables, battery connectors. Tender No. EME/4/1963, bid deadline September 22. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications available from above Ministry against payment of ID 0.500 ($1.40) per copy.★ (Telephone: WOrth 7-3294).

● Spare parts, 6-ton, 6x6 heavy wrecker (Ward LaFrance). Tender No. EME/24/962, bid deadline September 22. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications available from Ministry against payment of ID 0.500 ($1.40) per copy.★ (Telephone: WOrth 7-3294).

● Spare parts, truck, heavy wrecker 6-ton 6 x 6, mi and miai (Ward LaFrance). Tender No. EME/24/1962, bid deadline September 22. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-3294).

ITALY—Accessories for buses: windows, aerators, air conditioners, seats. Carrozzeria Varesina, s.p.a., (manufacturer), via Lombardia 1, Castronno (Varese Province). WTD 6/19/63.

373 Ship Building, Repairing

■ **BURMA**—Passenger cum cargo vessels, three, twin screw double-decked. PIO/C No. 482-W-35-AC-9-80092. Worldwide (899). Bid deadline October 31. The Revolutionary Government of the Union of Burma, Inland Water Transport Bd., Rangoon. Specifications available from the Embassy of Burma, 2300 S. St., NW., Washington, D.C., Attn: Mrs. Ruth Neznamy. SBC-328.

■ Materials and equipment for building a twin-screw, diesel propelled passenger and cargo vessel for Arakan coastal service. To be fully equipped for duties as a passenger cum cargo vessel for use along the Arakan coast in the northern and southern regions and to traverse Hunter's Bay, Combermere Bay, Andrew Bay, Singoung (mouth of the Sandoway River and Gwa Bay). PIO/C No. 482-71-111-9-90006. Worldwide (899). Bid deadline September 24. The Revolutionary Government of the Union of Burma, Inland Water Transport Bd., Rangoon. Specifications may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn: Mrs. Ruth Neznamy. SBC-328.

374 Railroad Equipment

● **GREECE**—Forty, 2-axle, standard (4' 8½") gauge freight cars, tender No. B/563/1963; bid deadline September 30; ten, 4-axle meter gauge freight cars, tender No. B/566/1963, bid deadline September 30; 25, 4-axle

meter gauge open type cars, tender No. B/564/1963, bid deadline September 30. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens. (Telephone: WOrth 7-4816).

■ **INDIA**—Flameproof diesel hydraulic shunting locomotive, required to operate safely in hydrocarbon explosive atmosphere; to conform to the Indian Railway schedule of maximum, minimum and recommended dimensions for the broad gauge 1676 mm. 1939, reprinted 1959. Loan No. 217. U.S. source. Quotations desired by September 10. Import license No. A.963734/62. Reference No. 65(327)/63-AID (1). Esso Standard Refining Co. of India, Ltd., P.O. box 355, Bombay 1. Quotations should be sent to Mr. F. Rowley, Esso International, Inc., P.O. box 1551, New York, N.Y.★ SBC-336.

375 Motorcycles, Bicycles, Parts

ITALY—Bicycle, motorcycle, gokart parts, accessories. Direct purchase and agency; requests replies in Italian, French. E. Giostra & Co., (manufacturer), via A. Villa 20, Vedano al Lambro (Milan). WTD 6/3/63.

381 Engineering, Laboratory, Scientific, Research Instruments

AUSTRALIA—Laboratory; optical equipment to be used for teaching aids. J.P. Birrell, University Architect, University of Queensland. St. Lucia, Brisbane.

CANADA—Engineering, technical supplies. Visual Planning Associates, (importer, exporter, manufacturer), 6656 Decarie Blvd., Montreal 26, Quebec. WTD 5/14/63.

■ **REPUBLIC OF CHINA**—Laboratory equipment, various, 16 items, such as quench furnace, chamber furnace, ceramic tube dilatometer, vaporizer, vacuum evaporator, sulphonator and nitrator, mass spectrometer, X-ray powder data file. Invitation No. US-1012. PIO/C No. 484-J-69-AD-9-30103. Limited worldwide (901). Bid deadline September 14. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Cable: TRUSTPUR, Taipei. Detailed specifications, special instructions, conditions may be obtained by requesting same from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 2123, 61 Broadway, New York, N.Y. SBC-329.

■ **COSTA RICA**—Electroencephalogram, Model 6A5, Grass Instrument Co., for general purpose recording of eeg, emc and ekg, with international system electrode selector panel and electrode board with standard spare parts, accessories. PIO/C No. 515-P-55-AD-9-30186. Worldwide (899). Invitation No. 5458. Bid deadline September 26. Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn: Mr. Hernandez. SBC-328.

■ **GREECE**—Scientific and professional instruments, 22 items, such as portable nuclear Magnetometer, tube sampler for sampling cement, refrigerated ductility machine, mold, centrifuge extractor and length comparator. PA#240-700-898-221-2202. Limited worldwide (898). Reference No. 338. Bid deadline September 9. Scientific and professional instruments, 23 items, such as extraction filter discs, asphalt centrifuge extractor, penetrometer needles, asphalt ovens, tongs, aluminum beakers, mixing pans, various thermometers. Reference No 337. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B', State Purchases, Section D', Office II, Athens, Attn: J. Anagnostopoulos. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. If selected offer is from U.S., purchase will be financed by AID under the PA cited, or with free dollars. SBC-329.

■ **INDIA**—Laboratory equipment, 283 items, various, large quantities. Loan No. 217. U.S. source. Bid deadline September 10. IL No. A-963733/62/AU-NS/CCI/B/NQQ. Esso Standard Refining Co. of India, Ltd., P.O. box 355, Bombay 1. Quotations should be mailed to Mr. F. Rowley, Esso International, Inc., P.O. box 1551, New York, N.Y.★ SBC-330.

PAKISTAN—Flasks, reagents, bottles, test tubes, microscopes, hemeocytometer, hemeoglobin-meter, tonometer microscope slides, cover slips, litmus paper. Hope and Heal, (manufacturer), Cantonment Rd., Sialkot. WTD 7/31/63.

Microscope of different magnifying power; metallurgical microscope; centrifuges; spectrophotometer, flamephotometer; balance analytical volt meter, ammeters for use in school and college science laboratories. Direct purchase and agency. Orion Commercial Corp., (importing distributor, commission merchant), Asif Bldg., McLeod Rd., Lahore. WTD 7/31/63.

■ **VIETNAM**—Scientific instruments, 30 items, consisting of test tubes, burette brushes, wide mouth bottles, U-shaped connecting tubes, glass stirring rods, rubber stoppers, dry batteries, aquarium cement. PIO/C No. 430-AC-69-AB-9-30384. Invitation No. 0944-25073. Limited worldwide (901). Bid deadline September 13. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications may be obtained from the Embassy of Vietnam, Mrs. Quang, 2251 R St., NW., Washington, D.C. SBC-326.

■ Scientific instruments, 40 items, consisting of bell jars, filters, rheostats, vacuum discharge tubes, cathode ray tubes, sonometers, photoelectric cell holders, fire syringes, fluoroscopes, optical discs. PIO/C No. 430-AC-69-AB-9-30387. Invitation No. 0947-26073. Limited worldwide (901). Bid deadline September 18. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications may be obtained from the Embassy of Vietnam, Mrs. Quang, 2251 R St., NW., Washington, D.C. SBC-328.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Professional electronic equipment, parts; nuclear, astronautic, aeronautic equipment. Ste. des Produits pour l'Industrie & l'Agriculture, (S.P.I.A.), (importers, dealers), 11 rue de Provence, Paris 9.

● **GREECE**—Water meters, 20,000. Tender No. 974, bid deadline October 3. Greek Water Co., 4 Kolokotroni St., Athens.★ (Telephone: WOrth 7-2312).

PAKISTAN—Geometrical boxes; weighing scales (personal); blood pressure measuring instruments; clinical thermometer. Direct purchase and agency. M. F. Elahi and Co., Ltd., (manufacturer, importing distributor), Wazirabad Rd., Sialkot. WTD 7/23/63.

383 Optical Instruments, Lenses

ITALY—Ophthalmic instruments. Direct purchase and agency. Amplimedical, (importer), via Durini 26, Milan.

384 Medical, Surgical, Dental Instruments

■ **COSTA RICA**—Oxygen therapy equipment. 18 items, such as adapters, flowmeters, oxygen hoses, humidifiers, oxygen tents, resuscitators, nebulizers. Invitation No. 5437. Bid deadline September 23.

■ Medical surgical equipment, 13 items, such as ENT treatment chairs, cast cutters, orthopedic frames. Invitation No. 5438. Bid deadline September 24.

Both the above for PIO/C No. 515-51-919-9-70124. Worldwide (899). Proveeduria Direccion General de Asistencia, Apartado No. 745. San Jose. Specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn: Mr. Hernandez. SBC-328.

ITALY—Medical, surgical apparatus, equipment; medical nuclear equipment; laboratory equipment. Direct purchase and agency. Res Medicis, s.r.l., (agent, manufacturer), via L. Da Vinci—Quartiere Zingone, Trezzano sul Naviglio (Milan).

NEW ZEALAND—Paper and/or plastic disposable hospital products: requests replies from manufacturers only. Development Mgr., United Empire Box Co., Ltd., (manufacturer), P.O. box 332 or Eden Crescent, Auckland, C.1.

● **VIETNAM**—Blood bank glassware, 100,000 flacons, stoppers. Invitation No. 0953-30073; bid deadline September 25. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-2312).

● Bandages, surgical dressings, 92 separate items. Invitation to bid No. 0954-30073, bid deadline September 25. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-2312).

385 Ophthalmic Goods

GERMANY—Fancy eyeglass frames for men, women; wetting solution for contact lenses. Optisches Werke Franz Gaertner KG., (importer, wholesaler), Postfach 274, 18 Goerresstrasse, 4 Duesseldorf-Benrath. WTD 8/9/63.

386 Photographic Equipment

■ **COSTA RICA**—X-Ray equipment, 50 items, consisting of lead gloves, rubber aprons, film hangers, restraining trays, X-Ray timers, fluoroscopic chairs, film blockers, magnifying glasses, dispensers, transparent rulers, barium mixers. PIO/C No. 515-51-919-9-70124. Worldwide (899). Invitation No. 5439. Bid deadline September 25. Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn: Mr. Hernandez. SBC-328.

GREECE—Films used in the graphic arts industry as well as photographic films. Th. and A. Strofilas, (importer, wholesaler, sales agent), 16 Emm. Benaki St., Athens. WTD 10/12/62.

ITALY—Unexposed motion picture film; developing equipment. Record Film, (importer), via Taormina 30, Milan.

JORDAN—Automatic electric camera machine to produce four pictures in different poses. M. A. Qunash, Agricultural Credit Corp., (operator of billiard hall), P.O. box 77, Amman.

391 Jewelry, Silverware, Plated Ware

EL SALVADOR—Class rings. Direct purchase and agency; requests replies in Spanish. Almacen Silueta, (retailer), Calle Arce 506, San Salvador.

393 Musical Instruments

● **BURMA**—Wide range of musical instruments, including pianos, organs, band and stringed instruments. Estimated total value $36,000. Tender No. 20 PA-8/63, bid closing date September 30. Civil Stores Committee No. (2) Rangoon, Cable CIVSUPS.★ (Telephone: WO 7-4370).

394 Toys, Amusement, Sporting Goods

CEYLON—Sports goods; indoor games; toys. Direct purchase and agency. Diana & Co., Ltd., (importing distributor), P.O. box 213, Colombo. WTD 8/15/63.

FRANCE—Skis, equipment. Direct purchase and agency; requests replies in French. Societe Industrielle et Commerciale R. Marechal, (manufacturer), Route de Vouillon, Issoudun (Indre).

Toys, novelties under 5 cents apiece. Societe Eurafricaine de Participation, (dealers), 20 rue de l'Arcade, Paris 8.

JORDAN—Billiard balls, all kind; sticks; stand; rubber cushion, green felt for tables; electrical games, i.e., pin-ball machines, bowling machines. M. A. Qunash, Agricultural Credit Corp., (operator of billiard hall), P.O. box 77, Amman.

PAKISTAN—Air guns, beach balls, shooting pistols, cowboy sets, air rifle pellets, mechano sets, ping pong sets, tennis balls, other indoor, outdoor games. Direct purchase and agency. Khokhar and Co., Ltd., (importing distributor, manufacturers' agent), 75 Brandreth Rd., Lahore. WTD 7/29/63.

395 Pens, Pencils, Office, Artists' Materials

BELGIUM—Stapling machines, staples, stationery, files. Norsen, (importer, representative), Emile Renson, 48 rue Crix, Brussels 6. WTD 8/2/63.

CANADA—Graphic arts supplies. Visual Planning Associates, (importer, exporter, manufacturer), 6656 Decarie Blvd., Montreal 26, Quebec. WTD 5/14/63.

NORWAY—Office supplies, particularly novelties. Bommen & Hansen A/S, (importing wholesaler), 4 Raadhusgaten, Oslo. WTD 2/14/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

AUSTRALIA—Gifts (novelty-type, not souvenir). Direct purchase and agency. R. V. Nathan, Director, R. V. Nathan and Novo Industries, (importing distributor), 321 Pitt St., Sydney.

399 Manufacturing Industries

AUSTRALIA—Novelty line of new products in the field of general merchandise. Mr. Hector L. McCowan, C. T. Bowring Services, (A'asia), Pty., Ltd., (general trader, importer, exporter), Phoenix House, 32 Bridge St., Sydney.

● **BURMA**—Supply of various type brushes having a total value of $26,250 f.o.b. port of shipment, and separately valued as follows: tooth brushes $22,680; hair brushes $2,100; nail brushes, $210; shaving brushes $1,050; eyebrow brushes $210. Tender notice No. Toilet/001/63-64, bid deadline September 15. The Chairman, Civil Stores Committee No. 2, No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-2923).

DENMARK—Premiums for chewing gum packages. Dansk Tyggegummifabrik A/S, (manufacturer, exporter), 2 Enghavevej, Vejle.

■ **INDIA**—Iron and steel manufactures, 55 items, such as machine tools and parts and scientific and professional instruments, apparatus and supplies, consisting of modeling tools, mitre boxes, plane cutters, poster boards, mat cutters, lettering sheets, rubber gloves, projectors, sprayers, contact printers, slide projectors, oil painting outfits and film line cutters. PIO/C No. 386-P-54-AC-9-30262. Tender No. B-1125. Bid deadline September 26.

■ Commodities, 171 items, consisting of air compressors, heaters, hand tools, light meters, tranformers, soldering irons, clamps, carbide tipped drills, tool kits, loudspeakers, head phones, calibrators, hygrometers, safety glasses, nylon forceps, pocket comparators, lens kits, bushing tools, wrench sets, cables, pullers, shanks. PIO/C No. 386-W-61-BF-9-10389. Tender No. B-1127. Bid deadline September 25.

Both the above for limited worldwide (901). India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. Specifications and conditions may be obtained from the buyer. SBC-328.

JAPAN—Gift articles, especially assorted personal outfittings such as neck-tie, tiepin, cuff link set, handkerchiefs, mufflers, sweaters; in all price ranges. Naigai Publishing Co., Inc., (importer), Horie Bldg., 1, 3-chome, Minami Kyutaro-machi, Higashi Ku, Osaka.

■ **KOREA**—Various commodities, 14 items, such as concrete admixture, cleaning compound, lubricating oil, steel bars, insulated joints, vacuum tubes, line filters, voltmeters, motor cars. PA No. 489-901-356-3207. Limited worldwide (901). Bid deadline September 11. Invitation No. AID 3069-N. Office of Supply, Government of the Republic of Korea, Seoul. Specifications and conditions may be obtained from the Korean Embassy, 2322 Massachusetts Ave. NW., Washington, D.C. Copies of the Invitation and conditions also available at Korean Consulate General, 9 E. 80th St., New York, N.Y. and Korean Consulate General, 3500 Clay St., San Francisco, Calif. SBC-328.

■ **THAILAND**—Commodities, such as tool sets, hoof trimmers, dairy scales, wing band applicators, barbed wire, pipe and fittings, hand saws, corn shellers, plow mold boards, fuel tanks, battery chargers, gaskets, retainers, cap screws, pinions, cylinder sleeves, springs, clips, pulleys, gasoline strainers, disc plows, water pumps, 71 items. Invitation No. EDU-DTEC-614. PIO/C No. 493-N-61 AB-9-30170. Limited worldwide (901). Bid deadline September 9. Procurement and Supply Division, Dept. of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable: TTEC, Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. SBC-327.

509 Wholesalers

AUSTRALIA—Wastepaper for repulping, i.e., corrugated clippings; waste corrugated board of high kraft content. Cartons & Corrugated Papers, Pty., Ltd., (manufacturer), Kent Rd., Mascot, Sydney, N.S.W. WTD 2/25/63.

JORDAN—All kind of second-hand clothes. Eastrade, (commission merchant), P.O. box 837, Amman. WTD 1/14/63.

NIGERIA—Used clothing. Agwu Agbai & Bros., (importer), 121, Jubilee Rd., Aba. WTD 7/17/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

CANADA—Canned fruits, foodstuffs. C.I.T.A. Canada Industries & Trade Agencies, (manufacturers' representative), 6650 Darlington Ave., Suite 331, Montreal 26, Quebec. WTD 1/7/62.

GREECE—Canned food products; specifically interested in canned meat, fish. N. Arghyriou-P. Panayotopoulos, (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

ITALY—All kind of food specialties (jams, meats, candied fruit in liquid). Gustavo Sarfatti, (importer, agent), via Giordano Bruno 14, Milan. WTD 5/4/61.

Frozen turkeys, fruit juice; canned fruit; dried fruit; canned meats, other food specialties; requests replies in Italian. Ditta Aldo Viviani, (agent), 31 via P. Gori, Pisa. WTD 8/2/63.

Dried milk, potato flour, luncheon meat, all kind of canned meat except corned beef. Ditta Bevini Ruggero, (wholesaler, agent), 115 Viale Malmusi, Modena. WTD 1/15/63.

201 Meat Products

GREECE—Frozen meat, poultry; requests replies from exporters only. N. Potamianos & Co., (importer, wholesaler), 3 & 3-A Aristogitonos St., Athens. WTD 1/15/63.

Frozen poultry. Platon-International Cooperation for Trade and Arts—Platon B. Moussaios, (agent), 209 I. Drossopoulou St., Athens. WTD 1/31/63.

BRITISH HONDURAS—Fresh frozen meats, poultry. Ismael Gomez C., (wholesale distributor) P.O. box 377, Belize. WTD 12/7/62.

203 Canning, Preserving Foods

AUSTRALIA—All types of canned foods. Stewart Cahill, (importing agent), Suite 12, 10th fl. 247 George St., Sydney.

Canned vegetables, juices. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

ITALY—Canned, preserved food products for supermarkets. E. Wilson Import-Export, (importer), via Rugabella 11, Milan. WTD 3/27/63.

204 Grain Mill Products

BRITISH HONDURAS—Packaged breakfast cereals. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

209 Food Preparations

BRITISH HONDURAS—Double-acting baking powder. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

211 Cigarettes

BRITISH HONDURAS—Cigarettes. Ismael Gomez C., (wholesale distributor), P.O. box 377 Belize. WTD 12/7/62.

220 Textile Mill Products

AUSTRALIA—Dacron and/or other synthetic dress and blouse materials. Direct Imports, (importer, agent), (Box 4799, G.P.O.), 491 Pitt St., Sydney, N.S.W.

AUSTRIA—New lines of textile fabrics for manufacturing table, bed cloth; linen fabrics for garments and home decoration; outerwear for men, women. G. Foelser, Bleicherei und Mechanische Weberei in Lichtenau, (manufacturer), Nr. 13, Post Haslach, Upper Austria.

BELGIUM—Nylon fabrics, in solid colors, for raincoats, work aprons; prints for house robes. Francois Pick, (agent), 106, ave, Louise, Brussels. WTD 3/1/62.

ENGLAND—Textile raw materials, wastes, synthetic textile fibers—nylon, polyester, orlon; hairs. Ulemann & Sons, Ltd., (manufacturers' agent), 9 Staveley Rd., Shipley, Yorks. WTD 11/5/62.

GREECE—Sub-products of the textile industry; wastes, laps. N. Arghyriou-P. Panayotopoulos. (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

Fabrics: synthetic—dacron-woolen blends for men's suitings; fancy fabrics, except rayon and nylon fancy. Leonidas S. Sarantis (sales agent), 2 Limnou St., Athens. WTD 12/10/62.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Piece goods: shirtings, cotton, synthetic fabric. Roussel Trading Co., 88 King St., Sydney, N.S.W.

224 Narrow Fabrics, Smallwares Mills: Cotton, Wool, Silk, Man-made Fiber

FRANCE—Synthetic fibers (wool); waterproof fabrics. Jacques Shamay, (importer, agent), 64 rue de Richelieu, Paris 2.

225 Knitwear

FRANCE—Pullovers, cardigans, polos, casual coats, coat sweaters, related articles of wool, cotton, manmade fibers for men, young boys. Sales agency and distributorship for France or section thereof, with financial responsibility if so desired. Ets. Moreau & Fils, (manufacturer), La Monnerie-Cussac, Haute-Vienne. WTD 11/29/62.

227 Floor Covering Mills, Products

GERMANY—Second-hand persian carpets, rugs; requests quotations f.o.b. U.S. ports. Nandor Fekete K.G., (importer, wholesaler), 122 Oststrasse, 4 Duesseldorf. WTD 8/2/63.

228 Yarn, Thread Mills, Products

GERMANY—All kinds of yarn for weaving, knitting, including mixtures of wool, staple fibres, wool, synthetic, fancy yarns; requests replies in Germany from manufacturers only. Rheinwolle Guenter Becker K.G., (agent), Rheydt, von-Galen-Str. 35. WTD 8/8/63.

GREECE—Non-covered elastic thread. Is. M. Beja Fils, (sales agent), 10/12 Aristidou St., Athens. WTD 6/10/63.

239 Fabricated Textile Products

AUSTRALIA—Piece goods for trimmings of millinery. Roussel Trading Co., (importing distributor, agent), 88 King St., Sydney, N.S.W.

Piece goods for trimming lingerie. Roussel Trading Co., (importing distributor, agent), 88 King St., Sydney, N.S.W.

242 Sawmills, Planing Mills

ITALY—Douglas-fir; hemlock; red cedar; pitch pine; requests quotations c.i.f. Italian port. Cruciani Franco, (agent), Viale Firenze 2, Foligno (Perugia).

243 Millwork, Veneer Plywood, Prefabricated Structural Wood Products

AUSTRALIA—Redwood siding, redwood plywood. K. G. McLennan & Co., Pty., Ltd., (importer, distributor), 120 Pacific Highway, N. Sydney, N.S.W.

262 Paper Mills, Products

BRITISH HONDURAS—Standard white newsprint in sheets. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

264 Converted Paper, Paperboard Products

ECUADOR—File folders manufactured from heavy papers, heavy envelopes, expansion type, for filing papers or correspondence. Exclusive agency. Editorial Chimborazo S.A., (importer, distributor, job printer), Calle Benalcazar 687, or P.O. box 345, Quito.

281 Industrial Chemicals

AUSTRALIA—Fatty acids, including tallow and tall oil acids, 200 tons per yr.; silica gell. 40-50 tons annually; sulfonated oils, 50-100 tons; castor oil, non-ionic surfactants, 100 tons; petroleum sulfonate, 100 tons; nickel catalysts, 50-100 tons yr. Minfeeds Pty. Ltd., (importer, exporter, manufacturer), 16 Styles St., Leichhardt, N.S.W.

Ekatin—20% w/w/ thiometon (dimethoxy dithio phosphoric acid ester of ethyl mercaptan); karathane; copper oxychloride; t.c.a.; 99-100% technical lindane; maneb 80% w.p. (80% manganese ethylene bisdithiocarbamate). Houghton & Byrne Holdings, Ltd., (importer, retailer, exporter, wholesaler, manufacturer, indent agent), 225 George St., Sydney, N.S.W.

GREECE—Tanning materials. N. Arghyriou-P. Panayotopoulos, (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

BRITISH HONDURAS—Denatured alcohol; acetic acid. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

ITALY—All types of chemical products for the rubber industry. Dott. Ing. Pietro Boschetti, (manufacturers' agent), via Visconti di Modrone 2, Milan. WTD 11/26/62.

Titanium white, prussian blue. Mattai del Moro, S.p.A., (importer), Piazzale Costantino Nigra 1, Milan.

Chemicals for paint, plastic, ink, rubber, paper, textile, food, ceramic, tanning, soap, pharmaceutical industries. Dr. Massimiliano Massa, (agent), via Locatelli 2, Milan. WTD 5/24/63.

283 Drugs

ECUADOR—Highest grade pharmaceutical specialties for human use; requests replies in Spanish. Nicolas H. Intriago, (importer), Calle Garcia Moreno 736, P.O. box 36, Quito. WTD 8/12/63.

FRANCE—Pharmaceuticals. Stearinerie Dubois Fils, (manufacturer, exporter), 115 rue Lemain-de-Tillemont, Montreuil-Sous-Bois (Seine).

ITALY—Medicinal specialties and chemical products for the pharmaceutical industry. Istituto Medicamenta, (manufacturer, importer), via G. Vida 7, Milan. WTD 1/15/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

CANADA—Raw materials for cosmetic industry, excluding essences. C.I.T.A., Canada Industries & Trade Agencies, (manufacturers' representatives), 6650 Darlington Ave., Suite 330, Montreal 26, Quebec. WTD 1/7/63.

FRANCE—Cosmetics. Stearinerie Dubois Fils, (manufacturer, exporter), 115 rue Lemain-de-Tillemont, Montreuil-Sous-Bois (Seine).

301 Tires, Inner Tubes

AFGHANISTAN—Automotive tires. Karori Lal Lakhmi Chand, (importer, wholesaler), Sarai Hazargul, Kabul. WTD 7/30/63.

307 Plastics Products

AUSTRALIA—Laminated plastic sheets for decorative purposes. K. G. McLennan & Co., Pty., Ltd., (importer, distributor), 120 Pacific Highway, N. Sydney, N.S.W.

ITALY—Plastic scrap, remnants (polythene, polysterene). E. Krasnovsky and Co., (importer), via Revere 11, Milan. WTD 7/1/63.

311 Leather Tanning, Finishing

NORWAY—Leather, particularly chrome leather for shoe industry; requests replies from manufacturers only. Gunnar Hagen, (importing wholesaler, manufacturer's agent), Gronland 26, Oslo. WTD 7/30/63.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Shoe findings. Societe Laporte-Collose, (manufacturer), 114/126 Ave. d'Alfortville, Choisy-le-Roy (Seine).

322 Glass, Glassware

NORWAY—Fishing rod blanks, glass fiber.

Finn B. Loennecken, (manufacturer's agent), Rosenkrantzgaten 24, Oslo. WTD 8/1/63.

332 Iron, Steel Foundries

ITALY—Iron, steel, cast iron scrap. Siber, S.p.a., (agent), Piazza della Repubblica 32, Milan. WTD 7/19/63.

333 Primary Smelting, Refining of Nonferrous Metals

ITALY—Antimony, pig iron. Mayer Ades, (agent), via S. Marco 26, Milan.

336 Nonferrous Foundries

ITALY—Aluminum, copper, nickel, alloys. Siber, S.p.a., (agent), Piazza della Repubblica 32, Milan. WTD 7/19/63.

Ingots of aluminum, zinc, copper, tin. Mayer Ades, (agent), via S. Marco 26, Milan.

342 Cutlery, Hand Tools, General Hardware

ITALY—Hand tools, (screwtaps, points, reamers, threading dies, hard metal tools). Vincenzo Boccolari, (agent), 37 via Mascagni, Modena.

NORWAY—Hacksaw blades, hand and power sizes; requests replies from manufacturers only. Lutken & Co. A/S, (manufacturer's agent), 30 Skippergaten, Oslo. WTD 7/26/63.

343 Heating Apparatus, Plumbing Fixtures

HONG KONG—All types of ceramic ware for bathroom; plumbers brasswork fittings; cast iron rectangular baths, apron-baths, foot baths; kitchen equipment including ceramic or steel sinks. Hutchison, (Building), Ltd., (importer), 14th fl., Union House, Hong Kong.

351 Engines, Turbines

ITALY—Diesel and gasoline inboard and outboard marine motors. Motomar, (agent), via Borgogna 2, Milan.

352 Farm Machinery

GERMANY—Electric garden; agricultural tools. Hermann Seewig, Ing., (sales agent), 4 Kroegerstrasse, Frankfurt/Main.

353 Construction Machinery

FRANCE—Modern, good quality equipment and machinery, small and medium duty, for public works, building contractors, including bulldozers, scrapers and diggers with caterpillar lorry, cranes and hoists, compressors, concrete mixers, and related lines; requests replies from manufacturers only. Agency for France or section thereof. Raymond Pommier, (sales agent), 34 rue Gaston-Gaillard, Lagord, Charente-Maritime. WTD 10/29/62.

Equipment, machines for general use in warehouses and storerooms, such as portable elevators, stackers, lifters, pilers, palet-handling trucks; hand power or motor power and combination, other merchandise-handling machines designed for maximum efficiency; requests replies from manufacturers only. Agency for France or section thereof. Raymond Pommier, (sales agent), 34 rue Gaston-Gaillard, Lagord, Charente-Maritime. WTD 10/29/62.

GERMANY—All types of port and cargo handling equipment. Rotring Feinstfilter Dipl.-Ing. Dr. Joh. Schaefer, (manufacturer, importer, exporter, wholesaler), Theaterplatz, Bremerhaven-M. WTD 8/14/61.

ITALY—Roadbuilding machinery; fork lift truck; requests replies in Italian. Lori, (agent), Viale Regina Giovanna 35, Milan. WTD 7/26/63.

Concrete mixer mounted on truck for transporting concrete. Ceretti & Tanfani, (manufacturer), via Durando 18/20, Milan.

354 Metalworking Machinery

AUSTRALIA—Drills. Houghton & Byrne Holdings, Ltd., (importer, retailer, exporter, wholesaler, manufacturer, indent agent), 225 George St., Sydney, N.S.W.

ITALY—Die casting machines, both with hot and cold chamber, for zinc, tin, aluminum, magnesium, copper, alloys. Dr. Ing. Americo Volpe, (agent), Viale Gran Sasso 16, Milan. WTD 8/1/62.

Twist drills; hack saw blades. Zinken Italiana, (importer, manufacturer), Corso Venezia 32, Milan. WTD 7/24/63.

Machine tools: lathes, milling machines, gear cutting machines, grinders. Bruno Bezzi, (agent), 8 via F. Lanciani, Ravenna.

All types of machine tools with special emphasis on automatic, large scale production equipment. Luciano Riva, (agent), via Parravicini 18, Milan. WTD 4/3/63.

Machine tools. Figli di Ippolito Sigurta, (agent), Corso Ticinese 1, Milan. WTD 3/14/63.

Diamond grinding wheel; machine tools. Manifattura Abrasivi Bresciani, (manufacturer, agent), via Presolana 18, Brescia. WTD 1/19/63.

355 Special Industry Machinery

BELGIUM—Plastics machinery: high frequency welding; heat sealing; ultra sonic sealing; vacuum or pressure forming; extrusion; injection molding; cutting; slitting machines. Exclusive agency. Rigi, P.V.B.A., (importer, manufacturer), 38 Harmoniestraat, Antwerp. WTD 8/2/63.

ECUADOR—Complete installation for small plant: machinery for molding of small plastic articles weighing about 1 oz.; requests price quotations cif Guayaquil. Ing. Fausto Ayarza, (engineer), Calle Maldonado 2852, Quito.

ENGLAND—Steel typewriter type and type for all machines requiring type units, including accounting, adding machines. Gordon Webb & Co., Ltd., (manufacturers), Ave. Chambers, Vernon Place, Southampton Row, London, WC.1. WTD 1/18/63.

ITALY—Automatic glass and plastic bottle filling machine; cup wrapping, packaging; cigarette packaging; ice cream and cake packaging; bolt, nut, tools packaging, nailing machines. Pacoma, s.p.a., (manufacturers' agent), Corso di Porta Nuova 13, Milan. WTD 1/19/63.

Woodworking machines, tools. Panetta, Michele, (agent), via A. Pozzi 3, Milan. WTD 6/27/63.

Machinery and equipment for the petrochemical industries, including regulating devices for refineries and chemical plants, liquid separators, portable steam boilers, drilling machinery, rotating filters and centrifugal machines. The Designer—s.r.l., (agent), via Alessandro Paoli 4, Milan.

356 General Industrial Machinery

AUSTRALIA—Duster, blower for service industry. Houghton & Byrne Holdings, Ltd., (importer, retailer, exporter, wholesaler, manufacturer, indent agent), 225 George St., Sydney, N.S.W.

357 Office, Computing, Accounting Machines

ITALY—All kind of office machines. Nebuloni & Picozzi, (importer), via F. Turati 6/8, Milan. WTD 1/17/63.

Duplicators, copying machines (both thermic and pressure types). Kores S.P.A., (manufacturer), via Cadolini 32, Milan.

358 Service Industry Machines

JAPAN—LP gas or liquid nitrogen operated freezing units to process frozen food; LP gas or liquid nitrogen operated refrigeration unit for industrial use for frozen food; LP gas or liquid nitrogen operated atmospheric storage units for agricultural products, fruit, meat, fish; requests replies from manufacturers only. Iwatani & Co., Ltd., (wholesaler, importer, exporter), 11 Hon-machi 3-chome, Higashi Ku, Osaka.

361 Electric Transmission, Distribution Equipment

ITALY—Electronic apparatus and instruments for industrial laboratories, universities and technical institutes, i.e., oscillographs, signal generators. Dear di L. Allocchio, (manufacturer, importer), Corso Sempione 82, Milan. WTD 1/19/63.

Electric and electronic measuring instruments. Ing. Ugo de Lorenzo & Co., (agent), Viale Beatrice d'Este 45, Milan. WTD 6/27/63.

362 Electrical Industrial Apparatus

AUSTRALIA—Electrical or mechanical timing unit for use with insecticidal pressure packs; mechanical air curtains. Houghton & Byrne Holdings, Ltd., (importer, retailer, wholesaler, exporter, manufacturer, indent agent), 225 George St., Sydney, N.S.W.

FRANCE—Welding electrodes. H. Champlin S.A., (agent), 27, rue d'Astorg, Paris 8.

363 Household Appliances

AUSTRALIA—Household electrical appliances. Stewart Cahill, (importing agent), Suite 12, 10th fl., 247 George St., Sydney, N.S.W.

GERMANY—Electrical household appliances; electric razors, hair dryers. Hermann Seewig, Ing., (sales agent), 4 Kroegerstrasse, Frankfurt/Main.

BRITISH HONDURAS—Electrical refrigeration equipment. Ismael Gomez C., (wholesale distributor), P.O. box 377, Belize. WTD 12/7/62.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Household electric lighting fittings: fluorescent or incandescent; brackets, chandeliers, luminaires, outdoor lanterns. David E. Michelson Pty., Ltd., (wholesaler), 3 Short St., Dulwich Hill, N.S.W.

BURMA—Fluorescent tubes; daylight type 4 ft. and 2 ft.; requests replies from manufacturers only. Amalgamated Agencies, (importer, wholesaler, retailer, commission agent), 180 31st St., Rangoon. WTD 1/16/62.

GERMANY—Electro accessories: sockets, switches, plugs. Hermann Seewig, Ing., (sales agent), 4 Kroegerstrasse, Frankfurt/Main.

365 Radio, Television Receiving Sets

GERMANY—Tape recorders, small transistor radio. Hermann Seewig, Ing., (sales agent), 4 Kroegerstrasse, Frankfurt/Main.

ITALY—Radio, TV sets; tape recorder; phonograph records. Messaggerie Musicali, (importer, dealer), Galleria del Corso, Milan. WTD 9/7/62.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Automotive parts, accessories, jointing compound, hand tools. H. J. Huggart, (importer, agent, distributor), 29 Whiting St., Artarmon, N.S.W.

FRANCE—Automobile spare parts, accessories; Requests replies in French. Etablissements Auguste Bataille, (manufacturer), 13 rue du Landy, Clichy (Seine).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Radiation measuring and protection equipment; requests replies from manufacturers. Rotring Feinstfilter Dipl.- Ing. Dr. Joh. Schaefer, (manufacturer, importer, exporter, wholesaler), Theaterplatz, Bremerhaven-M. WTD 8/14/61.

ITALY—Moisture determination apparatus; auto-titrator; automatic polarograph; torsion balance; centrifuges; fraction collector; chromatographic desalting apparatus; centrifugal chromatograph; electrophoresis equipment; melting-point apparatus; zone melting apparatus; polarimeters; thermoregulators; shaking apparatus; deionisers; stirring apparatus; van slyke manometric gas analysis apparatus; abel flash point apparatus. Pierchimica, (manufacturer, agent), via La Spezia 22, Milan.

Controls, measuring instruments. Eisenbau, (manufacturer, importer), Bastioni Volta 11, Milan. WTD 5/6/63.

Apparatus for research, measure and control; electronic instruments. Barletta-Apparecchi Scientifici, (agent), via Fiori Oscuri 11, Milan.

393 Musical Instruments

ITALY—Musical instruments. Messaggerie Musicali, (importer, dealer), Galleria del Corso, Milan. WTD 9/7/62.

394 Toys, Amusement, Sporting Goods

CHILE—Industrial and commercial fishing equipment and accessories. Empresa Pesquera e Industrial Celta, Ltda., (commercial and industrial fishing co.), 1055 Augustinas, Calilla 2403, Santiago. WTD 2/15/63.

ITALY—All type of toys. Cesare Delodi, (importer), via S. Martino 14, Milan. WTD 7/1/63.

395 Pens, Pencils, Office, Artists' Materials

ECUADOR—Typewriter ribbons, carbon paper, pencils. Exclusive agency. Editorial Chimborazo S.A., (importer, distributor, job printer), Calle Benalcazar 687, or P.O. box 345, Quito.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

CEYLON—Kanapathy Selvanathan, representing Sri Krishna Corp., Ltd., 282 Grandpass Rd., Colombo, interested in **exporting coconut oil, copra, rubber, oil cake, desiccated coconut; importing oil expellers, other machinery,** and also request technical information on oil expelling plants. September 10 via New York for one month. c/o Berlage & Co., 120 Wall St., New York, N.Y. Itinerary: New York, Washington.

ENGLAND—J. Taylor, representing Taylor Bros. and Baker, Ltd., 65 Jameson St., Hull, Yorks, interested in purchasing for import and distribution in U.K. **trailer components and equipment including aluminum windows; aluminum window frames for residential and commercial buildings.** September 3 via New York for five weeks. c/o British Consulate General, 99 Park Ave., New York, N.Y. Itinerary: New York, Washington, Chicago.

GERMANY—Mr. Hans H. Tuexen, representing Industria Hans H. Tuexen, Kieler Strasse 8, 2362 Wahlstedt, interested in contacts with **material handling manufacturers and manufacturers of all kinds of industrial specialties.** August 21 via New York for three weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Denver, St. Louis.

GHANA—Daniel Okan, representing Agnes Carboo & Co., Beach Ave., P.O. box 3071, Accra, interested in importing **rice** and provisions on own account and commission agencies for **wearing apparel.** September via New York for one month, c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Houston.

KUWAIT—Mr. Harbans Lall Jolly, Proprietor of Jolly Bros., Sabeeh al Barrak Bldg., Gibla, P.B. 105, Kuwait, interested in (For India) **machinery for making artificial jewelery** and seek collaboration with manufacturers in establishing factory in New Delhi, India; (For Kuwait) **groceries of all description, bulk and consumer pack** and also requesting technical information pertaining to jewelry manufacture. September 1 via New York for 6-8 weeks. c/o General Foods Corp., New York, N.Y. Itinerary: New York, Camden, Philadelphia, Baltimore, Los Angeles, San Francisco.

LEBANON—Mr. Sami F. Shoucair, representing Bank Shoucair, S.A.L., & Eastern Development Bank, S.A.L., Rue Allenby, Shoucair Bldg., Beirut, interested in contacts with U.S. companies actively considering entering into the **foreign investment field especially tourism and associated business activities, including a finance corporation to finance development projects.** September 4 or 5 via New York for 5-6 weeks. c/o Westbury Hotel, Madison Ave. at 69th St., New York, N.Y. Itinerary: New York, Washington.

LEBANON—Mr. Hassan Gazawoui, representing Amine Gazawoui & Fils, P.O. box 1123, rue Monseigneur Chebli, Beirut, interested in **shipping and insurance business, industrial machinery and equipment.** August 16 via New York for six weeks. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York.

PAKISTAN—Mirza Basharat Beg, representing Basharat Sons, Naqi Rd., Nila Gumbad, Lahore 2, interested in **auto parts and accessories; cork sheets, assistance in manufacture of special auto parts for European vehicles.** First week of September via New York for three months. c/o Arshad S. Alvi, 3947 Budlong Ave., Los Angeles, Calif. Itinerary: New York, Chicago, Washington, Michigan.

SWITZERLAND—Mr. Werner Gut, Manager, W. Achtnich & Co., AG., 13 Gertrudstrasse, Winterthur, interested in **manufacture in Switzerland of ladies girdles made of Virene or Lycra under license from U.S. firm; purchase of machine or machines in the U.S. for folding and wrapping ladies knit underwear into plastic bags.** September 10 via New York for two weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, Minneapolis, Seattle, San Francisco, Los Angeles.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August.

American Firms, Subsidiaries and Affiliates—The Netherlands.

Automotive Vehicle and Equipment Importers and Dealers—El Salvador.

Curio, Novelty and Handicraft Manufacturers and Exporters—Guatemala.

Photographic Supplies, Dealers and Photographers—Hong Kong.

Printers, Lithographers, Engravers and Publishers—Panama.

Drugs, cosmetic specialties interest Austrian companies

A number of Austrian firms are interested in importing or obtaining licenses for U.S. pharmaceutical specialties, or to represent on an exclusive basis U.S. pharmaceutical manufacturers.

Another group of firms is interested in the same business contacts with U.S. manufacturers of cosmetics.

Interested U.S. manufacturers who are willing to assist Austrian partners in registering their products in Austria and in the initial advertising campaign are invited to send their business proposals together with several sets of promotional literature, price lists, samples to the Office of the Commercial Attache, American Embassy, Vienna, Austria.

New Books and Reports

***The Household Electrical Appliance Market in Australia in the 1960's.* Published by the Research Division of the Australian Women's Weekly. Sydney, Australia. April, 1963. 75pp. Free.**

Marketing facts of interest to both Australian and overseas manufacturers and distributors are contained in the second edition of "The Household Electrical Appliance Market in the 1960's" just off the presses. It is published by The Australian Women's Weekly, the country's largest periodical magazine, as one of a series of authoritative studies of major industries, current business trends and market potentials.

This latest review of the Australian electrical industry and market trends provides a useful yardstick for future planning for marketing and advertising goods in Australia.

For instance, television has made major advances in home penetration and area coverage. Transistor radios have revitalised the market for radio receivers and automatic washing machines have become a significant factor on the market.

Sales of refrigerators in the next 3 years are expected to reach a slightly higher level than in the early sixties, while they will be rising steeply in the second half of the decade. This high demand for this appliance stems mainly from the replacement market.

Detailed studies are given for domestic cooking stoves and ranges, vacuum cleaners, food mixers, liquidizers, electric hand irons, and hot water systems.

Also of interest to U.S. manufacturers is the inclusion of a statistical review of trends in production and overseas trade of radiators, room air-conditioners, toasters, hot water jugs, tape and wire recorders and floor polishers.

A copy of "The Household Electrical Appliance Market in Australia in the 1960's" may be obtained free by writing to the Research Division, The Australian Women's Weekly, 168 Castlereagh Street, Sydney, New South Wales, Australia; cable address "Sydnews."

***Annual Report for the Second International Tin Council: 1961-62.* Published by the International Tin Council. The Hague, 1963. 48pp. Approximately $1.**

The booklet describes in some detail the position of the producing and consuming members in relation to the rest of the world and the changes in voting strength within the tin Council's ranks and it gives in full the Council's rules of procedure. On the other hand, it looks at the world tin position as a whole and summarizes the history of the Council's discussions on the disposal of stocks from the U.S. strategic stockpile.

The report contains the Buffer Stock Accounts for the year and shows that on June 30, 1962 the buffer stock held no tin but had £15,390,000 in cash in hand.

Copies can be ordered from the International Tin Council, Haymarket House, 28 Haymarket, London, S.W. 1.

***The Statesman's Yearbook: 1963-64.* Centenary Edition. Edited by S.H. Steinberg. St. Martin's Press, New York. September 3, 1963. 1,728pp. $10.**

The Centenary Edition of this "One-volume encyclopedia of all nations and world affairs" contains several features illustrating the changes in the world since the 1st edition was published in 1863. However, the book's special merit remains in the wealth of information it contains on all the world's countries.

An indispensable reference work, the book presents the history, form of government, area and population, commerce, production, defense, production, diplomatic representation banking, currency, weights and measures, transportation and communication, and reference works for each country on which they are available.

It can be ordered from the St. Martin's Press, 175 Fifth Avenue, New York 10, N.Y.

***Handbook of International Marketing: How to Export, Import and Invest Overseas.* By Alexander O. Stanley. McGraw-Hill Handbook Series. New York, September, 1963. 651pp. plus index. $17.50.**

"Handbook of International Marketing" is a compendium of tested practices in overseas marketing. Written in a how-to manner, the book is designed to clarify the differences between domestic and international marketing techniques and lay down precise guidelines for private enterprise to participate profitably in overseas markets.

The handbook reviews all 3 facets of international operations in order: how to export, how to import, and how to invest in overseas markets. It also tells where to get highly specialized expert help.

Following an introductory chapter on the stake in international trade, there are 17 chapters, each of which reviews a key management function. Patterns for setting up direct or indirect international trade activities are discussed, as well as how to set up the commercial intelligence division; how to measure overseas markets; how to read an international report; how to stretch your international communications dollar; and how to stretch your international transportation dollar.

Further chapters discuss media and methods available to promote responsive overseas advertising campaigns and the budgeting formulas required and the need to know your overseas sales channels and export credit terms. The author describes overseas sales channels, spells out practices that can lose or gain customers, and examines the latitude and limitations of credits used in international trade.

Getting the cash for overseas sales and financing overseas business operations are discussed in another chapter on guarding industrial property rights abroad. It lists danger zones and protective steps to be taken to avoid loss of trademarks, trade names, patents, and copyrights. The author also explains how to set up an effective licensing agreement for product manufacture or distribution abroad. More than 20 key factors in investment calculations are outlined.

A final chapter tells where and how to get assistance from the Government.

Further information may be obtained from the McGraw-Hill Book Information Service, 327 West 41st Street, New York, N.Y., 10036.

***Korea Trade: Special Edition, 1963.* Published by the Korean Trade Promotion Corp. Soeul, 1963. 285 pp. Free.**

An illustrated directory designed primarily as an introduction to the Korean export trade. It summarizes the nation's foreign trade and exchange policies, describes the Korean export industries and their commodities, includes the English language texts of 6 vital laws and decrees affecting trade with Korea, and contains a trade directory which lists all Korean exporters, banking operations, and trade centers abroad.

Copies may be requested from the Korea Trade Promotion Corporation, Post Office Box 1621, Seoul, Korea.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701954/8

Calendar *for international traders*

September

5—Luncheon Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.** Speaker: Chief Adebo, Western Nigerian Representative to the U.N.

9—Michiana World Trade Club Meeting. Morris Inn, **South Bend, Ind.**

9—Dinner Meeting of the World Trade Club of New York. Windsor Ballroom, Commodore Hotel, **New York, N.Y.** Speaker: Christian A. Herter, the President's Special Representative for Trade Negotiations.

10—Businessmen's Consultations with members of the U.S. Trade Mission to France. 9:30 a.m., Home Service Auditorium, Peoples' Gas Light & Coke Co., 130 South Michigan St., **Chicago, Ill.** Sponsor: Dept. of Commerce's Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

10—Terminal Conference of the U.S. Trade Mission to Belgium. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce's Minneapolis Field Office.

11—Minnesota World Trade Assn. Dinner Meeting. Radisson Hotel, **Minneapolis, Minn.**

11—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Netherlands and Norway. Cherry Plaza Hotel, **Orlando, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations with members of the U.S. Trade Missions to France and the Netherlands. Tampa Terrace Hotel, **Tampa, Fla.** Sponsor: Dept. of Commerce's Jacksonville Field Office.

12—Businessmen's Consultations and Luncheon with the full membership of the U.S. Trade Mission to Sweden at the Biltmore Hotel, **New York, N.Y.** Sponsors: Swedish Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

12—Businessmen's Consultations with members of the U.S. Trade Mission to Belgium. **Pittsburgh, Pa.** Sponsored by the Dept. of Commerce's Pittsburgh Field Office.

12—Pittsburgh World Trade Council Luncheon. Penn-Sheraton Hotel, **Pittsburgh, Pa.** Members of the U.S. Trade Mission to Belgium will address the luncheon.

13—Export Conference for Apparel Manufacturers. **Greenville, S.C.** Sponsors: Greater Greenville Chamber of Commerce, U.S. Dept. of Commerce's Charleston Field Office.

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

15-19—American Mining Congress and Convention, Biltmore Hotel, **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

17—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

17—Annual Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

17—Workshop on International Law and Contracts, **Kansas City, Mo.** Sponsors: Kansas City International Trade Club and the Dept. of Commerce's Kansas City Field Office.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

18—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, France and Sweden. **Tulsa, Okla.** Sponsor: Tulsa Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—International Trade Conference, **Abilene, Tex.** Sponsors: Abilene Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—Special Meeting of the World Trade Club of Detroit to visit and observe loading of a foreign vessel at Port of **Detroit, Mich.**

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Mid-America Regional Export Expansion Conference, Travelodge Motor Hotel, **Marion, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

24—Export Counseling Conference, **Pittsburgh, Pa.** Sponsors: Pittsburgh Chamber of Commerce, Pittsburgh World Trade Council and the Pittsburgh Regional Export Expansion Council.

25—Businessmen's Consultations and Luncheon with the full membership of the Trade Mission to France at the Essex House, **New York, N.Y.** Sponsors: French Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

26—World Trade Club of St. Louis annual "Port of New York Night" dinner meeting, Schneithorst Restaurant, **St. Louis, Mo.**

26-27—Businessmen's Consultations with Frank S. Wile, Netherlands Commercial Officer. 226 West Jackson Blvd., **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce's Chicago Field Office.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

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